A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

October 21, 1968

U.S. experts aiding Hemisphere tax systems

Japan's economic pace bettering forecasts

Dutch business indicators now pointing upward

International Trade Winds

Company News

COMMUNICATIONS—ITT World Communications, Inc., a subsidiary of International Telephone and Telegraph Corp., New York, has inaugurated a new fully automatic telex switching service to provide faster and more economical teleprinter communication between the Dominican Republic and the United States. The new equipment will provide facilities for 400 customer lines, and is designed to cope with the Dominican Republic's rapidly increasing need for international communications.

INDUSTRIAL POWER TRANSMISSIONS—Clark Equipment Co., Buchanan, Mich., and La Brugeoise et Nivelles, Bruges, Belgium, will form a joint company, Clark Automotive Europe, to produce universal and power shift transmissions and related drive line components for use in Clark's line of industrial materials handling equipment. The Belgian firm has for some years been licensed by Clark to make the U.S. company's forklift trucks and heavy construction machinery. The initial product line of the new firm will be limited to components for industrial trucks, but production will be expanded to other items when possible.

AUTOMOTIVE EQUIPMENT—Borg-Warner Corp., Chicago, has established a parts and service division of its Australian subsidiary, Borg-Warner (Australia), Ltd., to rebuild automatic and manual transmissions and rear axle assemblies and to market spare parts for all its products. The rebuilt units will be sold throughout Australia by car dealers.

AUTOMOBILES—American Motors Corp., Detroit, has announced an agreement with Wilhelm Karmann Co., of Germany, under which American Motors' Javelin and Rambler model cars will be built in Germany at Karmann's Rheine plant. Plans call for production of 1969 cars to begin in November, with sales to be handled by an already established dealer network throughout Europe. Major components for the automobiles will be produced at American Motors' Kenosha, Wis., plant, with assembly and some parts production taking place in Germany. American Motors cars are now built in 12 foreign countries.

Newsletter

Five U.S. executives and products of 14 firms are getting a welcome today in the African nation of Cameroon, with the arrival there of a Commerce Department Trade Mission. While the Mission members spend two weeks in Cameroon and two more in Ivory Coast, Commerce is operating two special Sample Display Centers as an accompaniment to their work. The displays, at Douala, Cameroon, and Abidjan, Ivory Coast, will show the products of 14 companies seeking export sales through business proposals submitted to the traveling Mission.

When transportation specialist Prof. James Bright of Harvard and 13 U.S. businessmen got together this month in a cargo handling seminar in Bangkok, their audience came from ten Southeast Asian countries. The three-day discussions were held as part of a materials handling equipment show at the Bangkok U.S. Trade Center. Of 381 persons at the first day's session, 56 came from outside Thailand, including 19 from the Philippines and 17 from Malaysia.

The high interest of U.S. West Coast businessmen in Asian markets was reflected in the spade work done by James W. Goodsell prior to the Bangkok show. Goodsell, who heads the Commerce Department Portland, Ore., Field Office, was assigned as the exhibition's market development officer. He said his job was made easier because workshop/seminars are particularly attractive to information-hungry Asian businessmen.

More than $500,000 in sales was projected by exhibitors in the year following their September exposure at the U.S. Exhibition at the Helsinki International Trade Fair. This sales total, plus the exhibitors' satisfaction with the caliber of the trade visitors, has led 70% of the firms to express interest in repeat participation in the 1970 fair.

Business opportunities in Taiwan will be put before 30 executives of U.S. firms as universities in the two countries pair up for a conference next month. The meeting will be held in Taipei Nov. 11-14 under joint sponsorship of the University of Santa Clara, Calif., and Fu Jen University in Taiwan. U.S. participants will be able to meet Taiwan government officials and about 80 local businessmen in organized and informal sessions, business tours and receptions.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

Teams of U.S. tax experts, dispatched by the Internal Revenue Service under the Alliance for Progress, are making tangible progress toward reforming the tax systems of Latin American nations. An account of the benefits they are providing to the economic health of these nations begins on page 2. Optimistic reports on the economic prospects in Japan and the Netherlands are among 14 pages of Economic Trends articles which appear in the Worldwide Business Outlook section, beginning on page 11.

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TOP TAX OFFICIALS from around the world meet in the U.S. under IRS foreign assistance program for exchange of experiences in tax administration.

U.S. tax aid gets results

Program to advise developing nations' tax systems yielding tangible economic benefits

New reports from 15 nations throughout Latin America show measurable economic progress in tax administration through assistance from the U.S. Internal Revenue Service. In cooperation with the Agency for International Development, and acting after specific requests by the host governments, the IRS is providing long-term technical support in the tax field.

Latest available results on the effort to modernize and strengthen tax systems show improvement in every nation. The programs have gained strong popular support from the middle classes who pay taxes through withholding of wages and salaries. Both elected and career officials are pushing the progress in all countries as they see the fiscal improvement resulting from better tax administration.

The AID-IRS Foreign Tax Assistance Program was born in 1961 at Punta del Este, Uruguay, where representatives of Latin America and the United States met to draft the charter for the Alliance for Progress. Under this charter, the Latin American nations, among other things, pledged an all-out tax reform effort. For its part, the United States promised to support this effort by making available IRS advisors to countries that ask for help—advisors who would live and work with host country officials.

The modernizing and strengthening of tax administration in the host country is the central objective of the IRS tax advisory teams. This covers the full range of tax administration programs that are essential in all countries—examination of tax returns, collection of taxes, taxpayer information and assistance, training, organization, enforcement and improving processing of paper and data by manual, mechanical and automated electronic methods.

Problems of tax policy, tax rates, types of taxes and distribution of the tax burden are beyond the scope of the IRS tax assistance program. These are issues on which many developing countries must seek outside advice—if needed—from other sources.

Programs differ

Each tax advisory team's mission is to work with host governments in shaping modern tax methods, techniques, procedures, programs, attitudes and organization that will endure. The program is tailored to the specific requirements and conditions of each country.

On-the-spot assistance in the host country and the training of its tax officials in the United States are the two main efforts of the foreign tax assistance program.

Training of foreign tax officials in the United States is provided through INTAX (International Tax Administration Training Series) and courses specially designed by IRS for individual tax officials with special interests.

The INTAX classes—covering collection, audit, training, and systems—consist of about 15-20 foreign tax officials at the managerial and decision-making levels, from eight to ten countries. The courses are offered in the language of the participants—frequently Spanish—on a regularly scheduled basis. Each course lasts about six weeks, and includes visits to IRS offices and sometimes state and local government tax offices to see programs in action.

Results of the foreign tax assistance program vary from country to country, depending on several factors, but mainly

on the determination of the host government to move ahead. Indicators of progress are often tangible and measurable.

Early in 1967 the **Paraguayan** Minister of Finance personally toured the countryside urging compliance with tax laws —a "first" in Paraguayan history. Tax collections for 1967 increased over 1966 by the following percentages: income tax 15.2%, internal taxes 15.3%, and real property tax 12.5%.

Prior to July 1967 there was virtually no audit enforcement program, nor was there a program for searching out taxpayers who failed to file returns. A three-year audit program was prepared and approved by the Minister of Finance. Initial results from the audit of tax returns indicate a substantial increase in additional tax assessments.

In Sept. 1967, the Minister of Finance approved plans for updating real estate tax rolls; for registering changes in real property; and for decentralization of real estate collections and tax enforcement to district offices. The decentralization of collection and enforcement activity is an important advance in the administration of real estate taxes.

Total revenues, excluding customs, in **Bolivia** increased 10% in 1967—$29 million compared to $26.3 million in 1966. Additional taxes assessed through audits of income tax returns went up 25.5%, from $5 million in 1966 to $6.2 million in 1967. At the same time, additional revenue through audit deficiencies in sales, excise and other taxes more than trebled (210%)—from $121,000 in 1966 to $375,000 in 1967. These audit gains were made despite a 10% reduction in the number of auditors who examined and closed 24% more returns—918 in 1966 compared to 1141 in 1967.

A special field force was established in 1967 to follow up on delinquent filers of sales and service tax returns. As a result, contacts increased from 210 to 6,339, and the number of returns obtained went from 48 to 1,487, bringing in $156,000 in taxes and penalties in 1967 as against only $17,000 in 1966.

The enforcement program of the **Uruguayan** Income Tax Office continued to show improvement during 1967. Additional assessments resulting from audit during 1967 increased by about 30% over 1966.

In Dec. 1967 Uruguay enacted laws that will improve tax administration and tax collections. For the first time in the modern history of Uruguay, criminal sanctions were authorized for tax fraud, including jail sentences. Auditors are given access to bank and financial records during the audit of tax returns. The interest rate on delinquent taxes was raised to bring it in line with the commercial rate.

In a pilot project, the **Venezuelan** Government installed a modern metering system in four distilleries. Just a month after the new meters were in place, one distillery showed a production increase of 200% and another registered an increase of 80%.

During 1967 the organizational structure of **Argentina's** tax agency was redesigned in terms of functions, methods of operation, and systems.

In the audit area most of the progress made in 1967 was the preparation of procedural and technical instructions for the new field and office audit divisions. A Tax Fraud Department was established with 14 attorneys and accountants trained and assigned to this work.

The Collection Division was reorganized. An accounting system, utilizing the existing computer facility and outstanding balance lists for taxpayers, was established. All tax returns now are being processed through the computer system. Uniform processing procedures for all tax returns and related documents by the districts were established.

The 1967 filing period was marked by a new taxpayer assistance program, one feature of which involved the use of 20 telephone lines to handle requests by taxpayers for assistance. More than 3,000 telephone calls a day were handled at the peak period.

Total 1967 tax collections increased by about 20.8% in real terms over 1966. In March, 1967, a Training Division was established and training given in supervision, office audit, tax law and instructor training. Plans have been completed for 30 different courses in 1968.

In **Peru** sizable revenues were derived from a project for locating delinquent taxpayers by publication of the names of registered professional men who had failed to file income tax returns, and a printout of the sales tax master file identified some 18,000 delinquents.

Both the number of returns examined and the deficiency assessments recommended through audit in 1967 were double those for 1966. Tax adjustments proposed in several fraud cases referred for prosecution approximately 30 million soles (Peruvian currency; 38.7 soles = $1).

Peru's total tax revenues administered by the National Tax Superintendency rose 17% in 1967, with income and profit taxes up 24%, excise and other miscellaneous taxes up 54%, and sales taxes up 6%. Total tax returns filed rose 14% from 120,000 and to 138,000. Income tax returns increased 17% from 90,000 in 1966 to 105,000 in 1967.

Some 75,000 taxpayers received assistance in 1967, up 50% from the prior year. Public relations activity—radio, TV, speaking appearances—nearly doubled in 1967. An additional 151 employees of the tax agency, 82% more than in 1966, received in-service training in seven courses completed during 1967.

(EDITOR'S NOTE: This summary was prepared before the occurrence of the Government overturn in Peru.)

Perhaps the most significant reform measure in **Brazil** was the creation within the Ministry of Finance of a Council for Planning and Improvement of Tax

IN INTERNATIONAL CLASSROOM DISCUSSION, Jack Newman (standing), acting Director of the Foreign Tax Assistance program, goes over details of U.S. and foreign systems with (l. to r.) Raul Felipez, Uruguay; Roger Perez, Honduras; Julian Tiongco, Philippines; Armando de la Maza, Chile; Alvaro Leyva, Colombia; Blas C. Fernandez, Dominican Republic; Sung Baick Park, Korea; and interpreter.

ICELAND'S INTERNAL REVENUE DIRECTOR Sigurbjorn Thorbjornsson (r.), in U.S. to discuss tax administration problems, is greeted by Sheldon S. Cohen, U.S. Commissioner of Internal Revenue.

Administration, which authorizes and broadly oversees all improvement projects.

Total revenue collections for 1967 increased by 20.2% over 1966 in unadjusted terms, but in real terms was a net decrease due to inflation and currency devaluation. An upward trend started early in 1968.

During 1967 the tax offices initiated an active taxpayer assistance and information program. Information pamphlets dealing with income tax, sales tax, and tax withholding were distributed. In addition, tax officials held many news conferences and taxpayer seminars.

Substantial improvement

The Audit Division started a balanced returns classification program. The first examinations under the new program produced an average additional tax of $711 per individual income tax return and $3,432 per business tax return, representing substantial revenue increases over the old system.

The Ministry of Finance is now operating a model field office as a laboratory for testing new procedures and techniques. The objectives of this project are to improve internal processing, reduce obstacles to compliance, test new work systems, simplify internal accounting and control, and train personnel.

In **Chile** during 1966 a pilot program was initiated for the collection of delinquent accounts under which the average time required for the enforced collection was reduced from as much as three years to 66 days, with collections of delinquent accounts climbing 88%. In 1967, new collection methods and procedures were extended throughout the entire country. By the end of 1967 collections of delinquent accounts increased by 21.9% over 1966.

Total tax revenue collections for 1967 reached $1,406 million, an increase of 11.6% over 1966.

The Chilean tax agency is also increasing the scope of its data processing system, which will be built around a master file to cover more tax administration applications.

Chile, the first Latin American country in modern history to imprison taxpayers for income tax fraud, had over 150 tax fraud cases under active investigation by the close of 1967.

In the Chilean Training Department's six-year existence, over 10,000 participants have completed courses. Chile's training capability has grown to the point where is is now making its training facilities available to sister republics in Latin America.

Panama collected a record $112 million in total revenues in 1967, up nearly $13 million over 1966. The total number of income tax returns filed increased by better than 10% over 1966, and additional tax and penalties through audits rose another 5.18%, with a total of over $3 million in deficiencies uncovered in 1967.

In the **Dominican Republic** total collections of income tax for 1967 increased 21% over the previous year, and improved systems produced a 116% increase in the collection of delinquent or past due accounts.

From 1964 to 1967, cases examined by revenue agents increased 68%, and the amount of tax deficiencies assessed rose 261%. A special force of ten agents, probing tax delinquents, produced $670,000 in additional tax revenues in

Fowler cites CIAT as regional example

The accomplishments of the Inter-American Center of Tax Administrators (CIAT), formed in Panama in May 1967 as an outgrowth of the IRS-AID foreign tax assistance program, were hailed recently by Henry H. Fowler, U.S. Treasury Secretary.

"Today this self-help regional organization is a model for the formation of similar regional organizations in other parts of the world. For example, Asian tax officials and officials of the Asian Development Bank have indicated interest in a similar self-help organization," Fowler said.

"Additionally, other nations are now beginning to develop technical assistance programs in tax administration. As a result of its close relationships with the United States and IRS, Japan now has a counterpart to the IRS foreign tax assistance staff, and is providing training for tax officials of other countries of the Far East and Southeast Asia. Similarly, Chile is offering supervisory and middle-management training to other Latin American officials.

"Self-help developments of this sort, on a worldwide basis, are of the greatest importance to the United States in meeting its commitments. As these regional organizations develop and as other countries of the world pitch in to help with their own efforts, we can gradually reduce our direct involvement in tax assistance programs."

its first few months of existence after a compliance survey uncovered 1,542 delinquent taxpayers. An investigation by the newly formed Intelligence Division resulted in the conviction and a one-year prison sentence of a tax official for accepting a bribe—a "first" in Dominican history.

Another "first" was the conviction of a corporation official for willful failure to pay withheld excise taxes.

A formal program for taxpayer assistance was inaugurated in 1967, including distribution of the tax agency's first instruction booklet covering individual income tax returns, a weekly newspaper column on tax information, and a monthly tax magazine.

Guatemala initiated a drive against tax delinquents, after an audit reorganization and the introduction of improved means of selecting tax returns for examination. Also, for the first time, auditors are receiving intensive training in tax law and audit techniques. As a result of these improvements audit deficiencies for 1967 exceeded $2 million as compared to $638,000 for 1966. A property reappraisal project resulted in a 217% increase in assessable values during 1967.

Honduras trained more than 75 field auditors and reorganized its audit groups. The results for 1967—a 41% increase in audit production over the previous year and a 63% increase in additional tax recommended. Also, total income tax collections increased 26% over 1966.

On Jan. 1 a major reorganization took effect under which the direct and indirect tax agencies were consolidated into one tax agency administering all taxes except customs.

Costa Rica put into effect a major reorganization of its Direct Tax Office on Jan. 15. A sales tax was enacted in June 1967, and is being enforced vigorously.

An effective compliance program for non-filers and selective audit of sales taxpayers was incorporated into the reorganized Audit Division along with income tax. Income tax returns examined per auditor from 1964 to 1967 rose 104%, and additional tax assessed per auditor increased 61%. Taxpayer education, enforced collection of delinquent taxes, and revenue agent training programs also were initiated. For the first time in the 51-year existence of the Direct Tax Office charges against taxpayers for making false and fraudulent returns have been filed with the Revenue Criminal Court.

Colombia's income tax collections showed the most substantial increase of 1967 among all revenues, rising 24%. The income tax provides about two-fifths of the central government receipts and has been the Government's largest single revenue source since 1942. During 1967 and early 1968, Colombia enacted comprehensive changes in its tax laws, involving reducing delays in enforcement, narrowing the scope of deductions and exemptions, consolidating the taxes on individuals' income into a simple schedule of rates, and requiring better record-keeping by taxpayers.

Although the AID-IRS tax team served in Quito only from Nov. 1963 until Feb. 1967, tax revenues in **Ecuador** continue to rise. Total tax revenues were up 4.5% in 1967, and income tax revenues were 5.8% higher. However, the 5.8% rate of increase was slightly less than half the average annual increase of 12.1% during the period 1960-66. The major factor contributing to the drop in 1967 was the sharp decline in collections resulting from additional assessments through audits, which were 56% lower than 1966. Total tax revenues went up 26% in each of the two years when the tax team's impact was greatest—1965 and 1966.

The length of time required for a country program depends mainly on the magnitude of the job to be done; the speed with which the host government can and is willing to make headway; and the managerial and technical capabilities of local officials to carry on independently—without resident advisors—once the direction has been set and momentum gained.

The Inter-American Center of Tax Administrators (CIAT), which was organized in 1967, is another major factor in the tax administration modernization process. A basic aim of the Center, which is composed of the executive level tax administrators in the Western Hemisphere, is gradually to promote and carry out this modernization process on a cooperative basis with its member countries. Similar organizations for other regions of the world—as in Asia and Africa—are being considered.

IRS programs in Asia

Because of the U.S. commitment under the Alliance for Progress, the primary emphasis in tax administration assistance is directed at Latin America today. Elsewhere AID-IRS efforts presently are being limited to critical areas only—Korea, Viet-Nam, the Philippines, and India.

Dubbed the Quiet Revolution in 1966 by the President of Korea, the efforts of the tax agency continued to produce unparalleled revenue results. A continuing strong interest in improving tax administration and intensifying collections and enforcement resulted in revenue collections of 103 billion won (Korean currency) in 1967, compared to 70.3 billion in 1966, 41.8 billion in 1965, and 28.9 billion in 1964.

Progress in **Viet Nam,** where the IRS program began in Sept. 1966, was made toward the principal goal of maximizing revenue collections as a means of curbing spiraling inflation and improving Vietnamese capability to generate more revenue. Collections for 1967 were 17.2 billion piasters, compared to 12.3 billion for 1966 and 7.7 billion for 1965.

Corporate pay-as-you-go income tax was decreed in phases effective July 1, 1967. By 1969, corporations will be paying completely on a current basis.

To promote local autonomy under the new constitution, a decree of law was signed in Oct. 1967, transferring the authority to collect property taxes effective Jan. 1, 1968, from the National Government to rural and city governments.

In the **Philippines,** revenue collections increased by 46 million pesos or 15% in fiscal 1967.

More than 125,000 additional income tax returns were filed in fiscal 1967, the largest yearly increase of record. Several criminal tax fraud cases have been developed for prosecution. Indictments have been obtained in three of the cases. If successful, this would be the first time in the history of the Philippines that anyone has been imprisoned for tax fraud.

India, in a test study of functional specialization conducted in four districts, separated the examination of tax returns and the collection of taxes. In the first four months of the test, the increases in number of assessments and collections were most encouraging. Because of the impressive results of these tests, the Government of India in 1967 began to extend functional specialization in two phases to all of the country's 111 tax districts.

Realistic approach to current problems is theme of Nov. 18-20 Nat'l Foreign Trade Convention

More than 2,000 businessmen, government officials, foreign diplomats and educators to assess international trade outlook

Distinguished American and foreign spokesmen will review prospects for international business and for worldwide economic progress at the 55th National Foreign Trade Convention to be held Nov. 18-20 in New York.

More than 2,000 persons are expected at the meeting, whose theme is: "Realism in World Trade and Investment—An Essential for Economic Progress."

Robert S. Oelman, chairman and chief executive officer of the National Cash Register Co., and chairman of the national convention committee, will deliver the keynote address at the opening session. E. J. Benson, Minister of Finance of Canada, will also address the session.

Speakers at the U.S. foreign trade outlook session include Lawrence A. Fox, director of the Commerce Department's Bureau of International Commerce; Todd May, Jr., economist with Union Carbide; William R. Pearce, vice president of Cargill, Inc.; Robert E. Simpson, director of the Commerce Dept.'s Office of International Regional Economics; and Charles W. Stewart, president of the Machinery and Allied Products Institute.

A special foreign direct investment session will be addressed by Joseph W. Barr, Under Secretary of the Treasury; Charles E. Fiero, director of the Commerce Department's Office of Foreign Direct Investments; Lyman C. Hamilton, Jr., vice president and treasurer of the International Telephone and Telegraph Corp.; and Prof. Jack N. Behrman of the University of North Carolina.

Galo Plaza, Secretary General of the Organization of American States, will speak at the Americas luncheon; Sir Keith Waller, Australian Ambassador, at the Pacific-Asia luncheon; and Sir Patrick Dean, British Ambassador, at the Europe luncheon.

Walter B. Wriston, president, First National City Bank, New York, will address the World Trade Dinner, which concludes the three-day annual meeting. At the dinner, Harold F. Linder, American Ambassador to Canada, will receive the 1968 Captain Robert Dollar Memorial Award.

Addresses at the second general session will be delivered by Rep. Thomas B. Curtis of Missouri; Sir Ronald L. Prain, chairman, Roan Selection Trust Group of Companies, London; and Emilio G. Collado, executive vice president, Standard Oil of New Jersey.

Victor C. Folsom, vice president and general counsel for United Fruit Co., will present the convention's policy recommendations.

Alfred Hayes, president of the Federal Reserve Bank of New York, will address the international finance session. Merle R. Crockard, vice president of Bank of the Southwest N.A. Houston, and president of the Bankers' Association for Foreign Trade, will lead a discussion panel which includes A. Robert Abboud, vice president, International Banking Department, the First National Bank of Chicago; James W. Bergford, senior vice president of the Chase Manhattan Bank; Lewis G. Ensinger, senior vice president of Marine Midland Grace Trust Company of New York; B. Jenkins Middleton, vice president in charge of program planning and information for the Export-Import Bank of the United States; and A. Taapken, senior vice president of Crocker-Citizens National Bank, San Francisco.

Business executives who will address the trans-national personnel session include E. S. Groo, vice president of IBM World Trade Corp.; John Holmes, Jr., director of personnel for General Motors Overseas Operations; and J. D. Ritchie, president of Asiatic Petroleum Corp.

Speakers at the international labor session will be Richard Anton, manager of international employee relations for General Electric; Irving Brown, executive director of the African-American Labor Center; Robert Copp, overseas liaison manager of Ford Motor Co.'s Labor Relations Staff; and Herbert Schmertz, corporate manager for labor relations, Mobil Oil Corp.

The tax session will examine the value-added system of taxation, including problems arising under existing systems. Speakers include Prof. C. Lowell Harriss of Columbia University; Leonard E. Kust, vice president and general tax counsel for Westinghouse Electric; Prof. Dan Throop Smith of Harvard University; and Roy A. Wentz, chief counsel of the federal and foreign tax division of Du Pont.

Industry leaders who will serve as chairmen of the several sessions and luncheons include E. S. Hoglund, chairman of the National Foreign Trade Council, who will call the convention to order; William S. Vaughn, chairman of Eastman Kodak; Howard W. McCall, Jr., president of Chemical Bank New York Trust Co.; D. F. Howe, manager of Procter & Gamble's personnel department, international divisions; Charles M. Brinckerhoff, chairman of the Board, The Anaconda Co.; R. Stanley Dollar, Jr., president of the Robert Dollar Co., San Francisco; Robert J. Dixson, chairman of the NFTC international trade & investment policy committee and vice chairman of Johnson & Johnson Int'l, and Vernon O'Rourke chairman of the NFTC labor affairs subcommittee and head of the labor relations and manpower division for Standard Oil of New Jersey.

Sao Paulo success

The U.S. Industrial Machinery and Equipment Exhibition at Sao Paulo, Brazil, which opened at 2 p.m. Oct. 15, had sold more than $1.3 million worth of U.S. goods by the end of its first day, the U.S. Department of Commerce learned last Wednesday—at the INTERNATIONAL COMMERCE deadline—from its exhibition team in Brazil.

Heaviest sales were in the machine tools and textile machinery sections of the show, according to Lawrence A. Fox, Director of the Commerce Department's Bureau of International Commerce. There was at least one sale of every piece of equipment in both sections, he said.

The more than 1,500 Brazilian industrialists who attended the show on opening day also demonstrated active interest in mining and construction machinery, where firm orders included ten for one piece of $7,700 equipment; in packaging equipment, and in the chemical and petrochemical processing equipment sections. The five sections included exhibits by 63 U.S. companies.

The exhibition is scheduled to close Oct. 25.

Iowa firm used local mixing of animal health products to increase exports, earn 'E'

Salsbury Laboratories has doubled exports since 1965 through multi-lingual advertising, executive travel, credit terms

Sales of U.S. animal health products meet tariff barriers in some countries and regulatory restrictions in others. But Salsbury Laboratories of Charles City, Iowa, has found that such obstacles can be surmounted: by sending its ingredients overseas to be mixed and packaged locally to help avoid high tariffs; through persuasive scientific presentations before foreign regulatory bodies to alter prohibitions.

For such export expansion efforts Salsbury, which produces poultry vaccines, poultry and swine pharmaceuticals, and feed additives, has won the Presidential "E" for export award.

The company nearly doubled its exports from 1965 to 1967, and its products are now sold in more than 50 countries.

Prior to 1960, Salsbury conducted its overseas business solely by correspondence, and saw customers only when they came to the United States. When the decision was made to promote export sales actively, an export manager was appointed. Salsbury now has wholly-owned subsidiaries in Canada and Mexico, and sales offices in London, Lima and Tokyo.

To plan its distribution system, the company conducted on-the-spot surveys in Latin America, Europe, the Near East and the Far East.

Terms for export shipments initially were limited everywhere to letters of credit. Later, these terms were handled on an individual country basis consistent with local competition, industry practice and sound banking procedures.

In addition to mixing and packaging its products locally to overcome tariff barriers, Salsbury has altered product concentration and presentation in some countries.

Salsbury also has had to overcome non-tariff barriers. Many products declared safe for sale in the United States have been restricted or prohibited due to regulatory statutes of foreign government agencies. By making scientific presentations Salsbury has opened up markets for live virus vaccine in France, Japan and Australia. The company also has managed to obtain revision in regulations regarding use of arsenicals for growth stimulation in poultry and swine in several countries, most recently in England.

Company personnel make frequent visits to all distributors to provide sales training, introduce products and assist in product promotion. Advertising campaigns, designed in conjunction with local agencies, have been conducted in many countries. Technical personnel frequently travel abroad to address groups from industry, education and government.

Salsbury regularly schedules four-day intensive schools of poultry management and diseases at its Iowa plant.

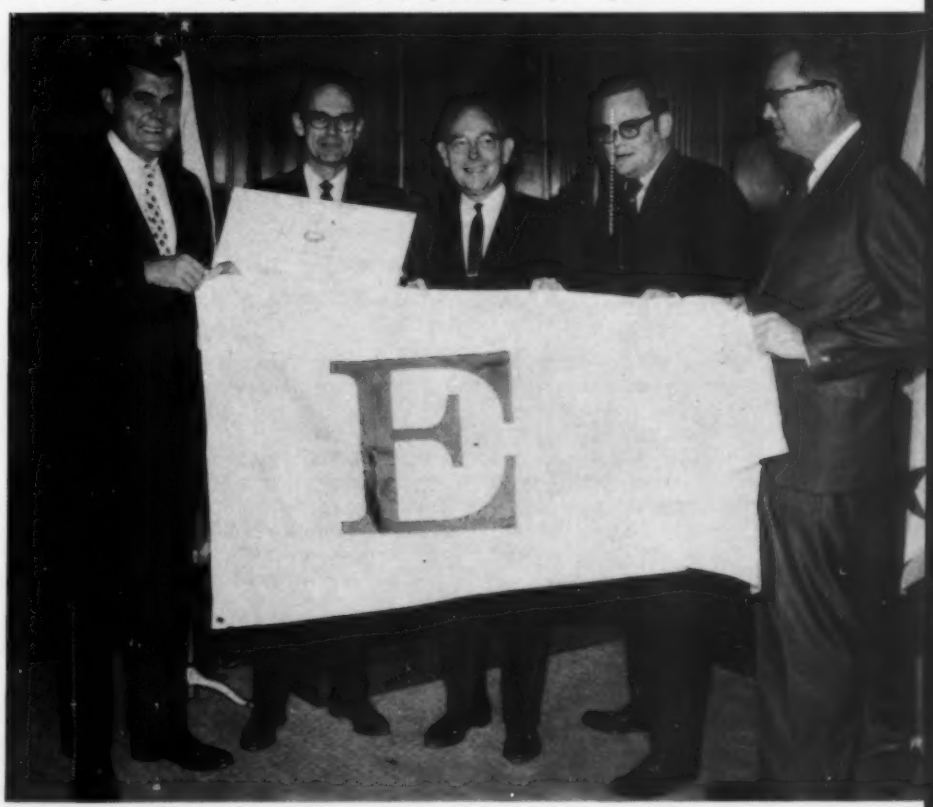
As part of its service program Salsbury distributes multi-lingual publications to the poultry industry. A large wall chart on pathology of poultry depicts disease symptoms and preventive and treatment methods and is printed in Spanish, Greek, Chinese, Japanese, Italian, French, Flemish and Arabic. A manual of poultry diseases is available in English and Spanish and is being translated into Italian.

All Salsbury export sales personnel are at least bilingual, to handle worldwide correspondence and servicing.

Export-import course

Philadelphia area businessmen will have the opportunity to attend a weekly export-import course for the next six months. Beginning Oct. 28, the course will meet at 6 p.m. every Monday night at the Academy of Advanced Traffic, Inc., One East Penn Square. Stanley Kaplan, vice president of John H. Faunce of Philadelphia, Inc., is the instructor.

SALSBURY LABORATORIES 'E' was awarded at Washington, D.C. ceremonies. Attending were (l. to r.): Under Sec'y of Commerce Joseph Bartlett, company pres. John G. Salsbury, Sen. Jack Miller of Iowa, Miles Freitag, int'l marketing dir., & Leo Iverson, representing Sec'y of Agriculture Orville Freeman.



Investment controls outlined

The first in a series of general bulletins on the Foreign Direct Investment Program is now available for general distribution. Director Charles E. Fiero of the Office of Foreign Direct Investments, U.S. Commerce Department, has announced that General Bulletin No. 1 contains a summary of the Program, detailed interpretations of key portions of the Regulations, and numerous illustrative examples.

Fiero said, "Anyone likely to be affected by the Program is urged to read General Bulletin No. 1 very carefully. Some of the concepts covered in the bulletin are necessarily complex; however, the basic explanatory text and examples should be very helpful to laymen.

"Aside from being the most comprehensive statement issued by this Office to date, it contains important interpretations and clarifications not previously published. It should be used as the primary source of guidance where the Regulations or previously issued instructions are silent or incomplete.

"We anticipate that some direct investors, after reading the detailed matter set forth in the general bulletins, will become aware that their interpretations of the much less complete Instructions for the reporting forms are not fully consistent with those spelled out in the General Bulletins.

"Such investors should consult the Office immediately as to whether the original filing is to be judged materially in error and the nature and extent of any refiling which may be required."

Other general bulletins will be issued in the near future to cover all of the major provisions of the Regulations not treated in General Bulletin No. 1.

Single copies of the Bulletin, which runs approximately 40 printed pages, are available without charge upon request; additional copies may be ordered at 15 cents per copy from the Superintendent of Public Documents, Washington, D.C. 20402. Single copies are available in Room 2119, U.S. Department of Commerce, Washington, D.C. 20230, and at Commerce Field Offices.

Consulting Engineers Council again to send mission abroad

Ten executives will offer full range of engineering skills in Thailand, Malaysia, Singapore, Philippines, Korea, Japan

Once again, the Consulting Engineers Council of the United States is sending a professional mission abroad—this time to Southeast Asia.

Comprised of ten executives from firms offering professional services in all of the basic engineering disciplines, the mission will visit Bangkok, Kuala Lumpur, Singapore, Manila, Seoul, and Tokyo, Nov. 4-22.

All of the members participating are registered design professionals—with experience in the United States and other countries—covering a variety of engineering assignments. Services are available in civil, mechanical, electrical, structural, chemical, industrial, architectural and other principal branches of engineering.

The firms provide assistance through economic and feasibility studies, integrated planning, engineering design, preparation of specifications, construction coordination, consultation on special problems. They hope to acquaint prospective customers with the skills and experience available to assist in development of resources, transportation and communication systems, community planning, water and sewage treatment facilities and other elements necessary to full social, economic and industrial development.

Hailing from the East Coast to Hawaii, the mission participants will attend a briefing in Honolulu on Nov. 1 by Roy Gootenberg, Director of the Commerce Department's Trade Missions Division. The members are as follows:

Wallace M. Adache, Adache Associates, Inc., Cleveland; Fred D. Brady, Brady Engineering Co., Spearfish (S.D.); Fred A. Eidsness, Black, Crow, & Eidsness, Gainesville, Fla.; Trygve W. Hoff, Trygve Hoff & Associates, Cleveland; Joel B. Justin, Justin & Courtney, Philadelphia; Gerald L. Mooney, Quinton Engineers Ltd., Los Angeles; Stephen M. Olko, Olko Engineering, New York; Franklin Y. K. Sunn and Donald H. Wolbrink, Hawaii Architects & Engineers, Inc., Honolulu; and Phillip K. H. Yee, Phillip K. H. Yee & Associates, Honolulu.

The Consulting Engineers Council sent its first Government-approved trade mission abroad—to Africa—in the fall of 1965; others have since gone to Central and South America and to the Far East.

Georgetown law students to offer business review

Arthur J. Goldberg will be among the contributors to a new academic journal dealing with world business to be published in January by Georgetown University law students. Goldberg will write the foreword for *Law and Policy in International Business*, a twice-yearly review.

The journal will be oriented to businessmen, lawyers, policy-makers and students, Robert G. Goodwin, editor-in-chief, said.

A 12-man editorial advisory board has been named to guide the publication. Members are: Lawrence C. McQuade, U.S. Assistant Secretary of Commerce for Domestic and International Business; Rep. Thomas B. Curtis of Missouri; Lawrence F. Ebb, General Electric counsel and former Stanford University law professor; Peter Ehrenhaft, associate professorial lecturer, George Washington University Law School; John H. Jackson, University of Michigan law professor; Seymour Rubin and Walter S. Surrey, members in the Washington law firm of Surrey, Karasik, Gould & Greene.

Other members are I. N. P. Stokes, an attorney with Webster, Sheffield, Fleischmann, Hitchcock and Brookfield, New York City; Stanley Surrey, U.S. Assistant Secretary of the Treasury for Tax Policy; Stephen Schwebel, director of the American Society for International Law; Sigmund Timberg, a Washington attorney and foreign trade expert; and Stanley D. Metzger, also a Georgetown law professor.

Subscriptions to *Law and Policy in International Business* are $5 per year, payable in advance with automatic renewal unless otherwise indicated. The journal office is at 506 E St., NW., Washington, D.C. 20001.

THIRTEEN AMERICAN FIRMS were represented at Helsinki by I. P. Producter Oy, a Finnish distribution agency. Company representative (second from right, above) discusses Parker-Hannifin products with buyers.

DEPARTMENT STORE BUYER negotiates for purchase of Ballston Knitting Co. products (above). A wide selection of power tools was shown on a workbench by Oy Telko, AB, Finnish agent for Skil Corp.

Helsinki fair brings sales for U.S. firms

Excellent business contacts reported; exhibitors recommend repeat show

With over 70% of the U.S. exhibitors voicing support for a repeat performance in 1970, the U.S. Exhibition at the Helsinki International Trade Fair in Finland closed on a successful note after an 11-day run, from Sept. 19-29.

Official attendance at the fair was placed at 317,541, with an estimated 271,000 of these coming to see the exhibits at the U.S. Pavilion.

All exhibitors reported excellent attendance at their displays, with the American Motors AMX sports car drawing the largest popular crowds.

Glenoit-Lillja, in addition to recording impressive off-the-floor sales of $40,470, initiated discussions for agreements to supply its high pile fabrics to a German manufacturer of health sandals and a Swedish maker of sportswear. The company estimated that its annual increase in sales resulting from contacts made at the Helsinki fair would be over $80,000.

Weber Marking Systems, showing its new versatile electric label printer for the first time in Europe, booked several orders during the show, and expects a substantial trial order from Soviet trade representatives, who were particularly interested in this item.

Pitney-Bowes called their participation in the fair instrumental in obtaining acceptance by Finnish postal authorities of the firm's postage meters. Pitney-Bowes also developed well over 300 serious trade inquiries for the company's postage meters and copying machines.

Kodak, showing its Recordak microfilm systems in Finland for the first time, reported that more leads had been developed during the fair than could be developed during a year of normal sales efforts. Kodak projected first-year sales resulting from the Helsinki fair at $50,000.

Wang Laboratories' desk-top computer attracted considerable attention from both trade and public visitors, and exhibitors' delegations of several other countries examined the Wang display closely.

Exhibitors observed that opportunities to conduct business during the Helsinki fair were excellent, since the fair authorities reserve two hours of each day for trade buyers only.

HIGH-SPEED WEB OFFSET business forms press by Didde-Glaser (above left) drew much buyer attention. Addressograph-Multigraph's four-color sheet-fed offset press (above right) was sold by end of show's first day. Collating binding, and laminating machines were shown (below) by General Binding.

New sales record set at Stockholm exhibit

Printing, graphics equipment sales top $374,000 at 21-company show

Record off-the-floor sales totaling $374,000 were made during the PRINT/USA exhibition at the U.S. Trade Center in Stockholm, held Sept. 18-24.

The new record for the Center was set by 21 manufacturers of printing, bookbinding and related graphic arts equipment. They also estimated that additional sales of $1,835,000 will be realized over the next 12 months as a result of their participation in the exhibition.

An extensive promotion and direct mail campaign drew over 2,300 Scandinavians to the Trade Center, of which 1,860 were registered as official trade visitors. Many other visitors were students from Scandinavian graphic and technical schools who visited the exhibition in groups.

A special phase of the promotion program was a series of technical clinics and workshops organized under the supervision of Harold F. Drury, Director of the Printing and Publishing Industries Division of the Department of Commerce, who also made a pre-show tour to Oslo, Helsinki, Copenhagen, Hamburg and Goteborg to promote the exhibition specifically and the U.S. industry in general. Immediate results were that 14% of registered visitors were from Norway, Finland and Denmark.

Addressograph-Multigraph Corp. sold in-plant printing equipment valued at $50,000 and expect another $125,000 to materialize over the next 12-months as they follow-up on the new prospects encountered during the exhibition.

Didde-Glaser, Inc., experienced in the Scandinavian market, made immediate sales of $80,000 and its representatives anticipate another $100,000 to result from their participation for their line of web-offset business forms presses and collating equipment.

New-to-market Harris-Seybold Division of Harris-Intertype Corp. signed orders for $100,000 and value the Scandinavian market for their automatic binding equipment at $250,000 for the next year.

Two exhibitors were looking for representation in Sweden. A.C.P., Inc., signed one agent and one sub-agent to handle their line of "Anchor" press-room and graphic arts chemicals, made immediate sales of $10,000 and look forward to an additional $25,000 for the next 12 months.

The other firm was freshman exporter Itek Business Products Co. (see INTERNATIONAL COMMERCE, Sept. 9 issue), that found the market for their offset plate-making machines so promising that they rejected 6 potential representatives and decided to open their own branch in Sweden. Sales of $250,000 are anticipated for the next year.

And new-to-market Star Parts Co. sold electronic tape control equipment and tape perforators worth $26,000 during the Stockholm exhibition, while estimating a market potential of $175,000 for the next year based on productive business contacts made.

Dutch indicators point up

Cautious outlook gives way to optimism as output, trade, employment gain

The shadows some observers saw on the Dutch economy were dispelled at summer's end when it became clear that industrial output, foreign trade and employment were developing beyond the cautious expectations of Dutch economic policy makers. This is the verdict of the semi-annual Economic Trends Report from the U.S. Embassy in The Hague.

Given the prospects for continued growth, and the excellent relations between the United States and the Netherlands, the Dutch market should remain one of major interest to U.S. exporters, particularly in growth-oriented, technological fields.

The Netherlands is a large importer of U.S. agricultural products, mainly animal feed which in turn is converted into the meat which plays a large part in Dutch export trade. Imports of U.S. grain are leveling off, but importation of non-grain feed is continuing to increase. The U.S. share of total Dutch imports in the first seven months remained at the 1967 level of 10.6%.

Rotterdam's new Container Terminal handled 56,000 container units between Sept. 1967 and Sept. 1968. Annual container traffic is expected to increase to 110,000 units in 1969 and 150,000 in 1970.

The improvement in the economy will continue to make the Netherlands an attractive market for U.S. exports. Part of this outlook is due to the growth in domestic private consumption.

Heavy consumers

The rapid growth of the Dutch population and the social policy of the government which redistributes income by means of one of the highest progressive taxation rates in the world and by generous social insurance, unemployment and pension benefits all lead to a strong propensity to consume. The rising standard of living is reflected in the steady growth in the market for consumer durables.

Products resulting from U.S. sophistication in applied technology will be much in demand in the Netherlands, particularly laboratory, testing, automation, and control equipment.

The U.S. Department of Commerce is sponsoring an exhibition of products within the MACHEVO Fair at Utrecht Oct. 16 to 23 to show Dutch and other European buyers the latest and best U.S. equipment and instruments for the chemical, petrochemical and pharmaceutical industries.

Equipment for the petroleum industry and metering and control instruments for the natural gas industry, which already find a good market here, promise still greater opportunities in view of the extensive exploration for new deposits now in progress both on shore and on the Dutch portion of the North Sea bottom.

U.S. exporters of office appliances should benefit from the fact that large organizations in the Netherlands, both government and private, display one of the highest levels of administrative efficiency to be found outside the United States and are eager to adopt advances in automation and data processing.

The number of computers in use in the Netherlands rose from 450 in 1966 to 700 at the beginning of 1968, with 250 more on order. The rapid growth in the use of copying machines is also expected to continue. The number of copies annually produced in Dutch offices, now estimated at 135 million is expected to rise to 400 million by 1973.

Other good prospects for U.S. products include convenience and speciality foods; fastening, sealing and bonding equipment and supplies; casual clothing; photographic equipment and supplies; and speciality paper, paperboard, and paper products.

As recently as May the Dutch Government, pessimistic about the nation's balance of payments, proposed a wage restraint package that would have extended wage contracts renewable between Jan. 1 during July 1, 1969, and barred wage increases this year in excess of 7%. In the face of united labor opposition, the government agreed to postpone its proposal until more data on productivity and the Dutch competitive position became available in the fall.

In a Sept. 6 television interview, Professor Zijlstra, Governor of the Netherlands Bank, who had been a prime mover in the wage pause proposal in May, predicted a favorable balance between productivity and wage costs, a surplus on the current payments balance for the year and the continuation and consolidation of the recovery through 1969, thus in effect admitting that his view in the spring had not been borne out by events.

The current account surplus of the Dutch payments balance was $421 million for the first quarter and $90 million for the second quarter. This increase stems from an improved foreign trade account which should result in a current account surplus in 1968 of $139 million.

The poor showing the last quarter of 1967 likewise came mainly from the trade account, but also reflected a deterioration in the position of Dutch carriers, whose increase in foreign earnings was less than half of the increase in payments to foreign carriers.

The gradual decline in revenue from services is causing serious concern insofar as it appears to have structural causes. Normally, the trade deficit is compensated for by surpluses in transport and capital revenues.

The increase in Dutch exports is expected to continue through the remain-

Cautionary note

The Netherlands has achieved its most spectacular foreign trade performance with the United States and Britain, and maintained a healthy surplus in trade with France. In a cautionary observation, however, the Netherlands Bank noted on Sept. 13 that the rate in increase in exports was slowing down, and that the level of imports was influenced by purchases made toward the end of 1967 in anticipation of the increased turnover tax rate which was applied to imports on Jan. 1 as a transitional measure in preparation for the conversion to the tax on value-added (TVA) system on Jan. 1, 1969.

der of 1968, though at a slower rate, with a 11% increase expected for the year. A slowing down of this expansion is forecast for 1969 when the influence of the devaluation of sterling and other British and American balance of payments measures is expected to be felt.

Exports to West Germany, which increased 18% through July, are expected to be affected by the end of the extra sums voted to combat unemployment there.

Despite these factors, exports are expected to increase 8% in 1969. This expansion, together with a slightly lower expansion of domestic expenditure, should result in a current account balance of payments surplus of $194 million.

Personal consumption is rising faster than expected in spite of the moderate rate of increase in imports. The largest increase in consumption has been in the durable consumer goods category, with an increase of almost 6% in per capita consumption compared to no increase at all in 1967. Total consumption per capita is maintaining the 3½% increase witnessed in 1967.

The number of passenger cars in the Netherlands passed two million in September or one for every six inhabitants. Sales of 159,947 autos in the first five months were 33% higher than in the same period of 1967.

In the first quarter, virtually all the economic indicators developed favorably. Industrial output was 11% over the corresponding period in 1967—against a Central Economic Plan forecast of a 6.5% increase for the year.

Industrial production, excluding construction, (1963=100) moved to 141 in May from 129 for 1967 and 123 for 1966. Industrial production per worker (121 in 1966, 132 in 1967) increased to 145 in March. Natural gas whose production more than doubled from June 1967 to June 1968, accounted for a large share of the rise in Dutch industrial output.

Another strong performer is the chemical industry, half of whose output is exported. With a first quarter increase in output of 19%, it promised to continue its vigorous growth. Except for a decline in clothing and footwear (the shoe industry is in serious trouble from foreign competition), all branches of industry increased output. Even the textile industry showed an increase, which may presage an end to its long decline.

The future of the Dutch shipbuilding industry looks brighter than it has for many years. A series of mergers among the large shipbuilding combines and facilities introduced last year (consisting of an interest subsidy of up to 2% and longer credits) promise to stop the slide which took Holland from third place among the world's shipbuilding nations in 1954 to eleventh place on July 1.

House construction declined somewhat in the first seven months of 1968, with 69,464 dwellings begun (compared with 72,426 Jan.-July 1967) and 63,698 completed (69,813).

Dutch agriculture is, in general, in good shape. With the most efficient livestock production in the European Communities, it accounted for 27% of all Dutch exports in the first half of 1968. Its major problem is that common to the EEC as a whole, a dairy surplus.

The transportation industry, which contributes 8% to national income and ranks second as a foreign exchange earner, continues to be concerned over the West German plan to put German railways on a sounder financial footing. This year the number of German licenses issued to Dutch truckers was reduced from 3,650 to 1950 and the amount of fuel Dutch trucks and buses can carry into Germany in their tanks duty free was halved.

Want legal action

On July 8, the Dutch road haulers organization called on the Government to institute legal proceedings in the European Court of Justice against provisions of the German plan which they claim are in conflict with the EEC treaty. Dutch railroad traffic also declined this year, but this was attributed to the increase in private automobile ownership.

Royal Dutch-Shell, the petroleum giant, reported that its first quarter net profit increased 39% over first quarter 1967 (19%, corrected for the devaluation of the pound). Unilever (soap and shortening) reported first quarter profits up 24.7% (13.8% after taxes) over first quarter 1967 even though turnover was down 1.9%. Philips (electronics) reported a first quarter increase in net profit of 25% over first quarter 1967, with sales increases of 9%. Philips hopes to start marketing complete information processing systems comparable to the IBM-360 series in the beginning of 1969.

The Dutch State Mines (DSM) announced the closure of all but one of its coal mines, and its intention to expand its activities greatly in the chemical field. DSM's rise in 1967 profits reflected its involvement in natural gas exploitation in N.V. Nederland Gasunie (10% Netherlands State, 40% DSM, 25% Shell, 25% Esso). Gasunie's sales in the first six months were 6.4 billion cubic meters (2.79 during the same period of 1967) of which 2.5 billion cubic meters were sold to the public, 1.97 to industry and 1.9 exported (0.24 billion cubic meters during same period of 1967).

A new van Doorne's Automobiel Fabrieken N.V. (DAF) plant opened in June with a production of 170 passenger cars per day. The plant's output is expected to reach 60,000 in 1969 and 100,000 by 1972.

KLM, Royal Dutch Airlines, enjoyed a 12% increase in traffic (ton-kilometers) in its fiscal year ending Mar. 31, and expects to continue expanding at the same rate,

WORLD'S BUSIEST SEAPORT, Rotterdam is constantly expanding its facilities. A new container terminal is expected to handle 100,000 units yearly by 1969 and 150,000 by the following year.

although it fears a decrease in trans-Atlantic passenger traffic owing to U.S. balance of payments measures.

In the last two months, improvement in the unemployment situation affords hope that the problem of continued high unemployment persisting in spite of a general economic recovery may not be as unsolvable as it had seemed. The actual number of unemployed at the end of August was 45,900 men (1.6% of the male work force) and 8,000 women (0.8%) while the number of unfilled job openings rose to 57,000 for men and 29,000 for women.

The pattern of unemployment in the Netherlands illustrates the relative immobility of the Dutch worker. In the highly urbanized areas of the west unemployment is less than 1%, but goes as high as 3.8% in Limburg.

At the same time, 46,000 foreign workers, mainly from Morocco, Turkey, Spain, and Italy, are working in the Netherlands in positions for which employers could not find Dutch workers. The generous unemployment benefits available to the Dutch worker support his reluctance to move to new surroundings.

The adult wage index (1963 = 100), which was 142 for 1966 and 151 for 1967, reached 159 in June. Female manual laborers in the private sector continue to register the highest gains (1966—168, 1967—185, June 1968—201). The index for productivity per worker (1963 = 100) rose to 145 in the first quarter of 1968 against 126 in the first quarter of 1967.

Share common interests

The United States and the Netherlands share to a remarkable degree common interests in international economic affairs. The Dutch have given wholehearted support to measures for maintaining stability in international finance and to increase the level and facility of world trade.

They welcome U.S. business and actively seek out U.S. investment in areas where such investment would contribute to economic growth or alleviate local pockets of persistent unemployment. They welcome domestic deflationary steps taken by the United States to correct its payments imbalance (but hope that foreign investment restrictions will be short-lived). They fear that U.S. travel restriction efforts will hurt their tourist balance, but first indications are not alarming.

Mexico has excellent economic prospects despite mixed trends; Olympic push spurred growth

Gains in imports likely to taper off slightly in second half; increased stress on rural development aids agribusiness outlook

Despite mixed production trends, an adverse trade situation, and tight credit, the Mexican economy has excellent prospects for continuing to move ahead at a reasonable pace during the next twelve months.

Student disorders occupied the center of public attention from the last week of July through early September. Business circles held that the disorders had led to a sharp fall-off of business in the downtown establishments, and expressed concern that they may have had unfavorable effects on tourism and investment.

The semi-annual Economic Trends Report from the U.S. Embassy in Mexico City says that foreign trade trends remained unfavorable through mid-year, although the outlook was for some improvement during the last half of the year. Imports increased at a faster clip. Exports recovered to some extent but still were well below the record levels of 1966.

The growth of imports promises to taper off slightly during the latter half, and exports should continue their recovery, but the trade gap seems likely to be larger. The growth in tourism—Mexico's important 'industry without chimneys'—was disappointing early in the year, but should improve substantially under the stimulus of the Olympic Games.

Record trade gap

Mexico's trade gap in 1967 reached a record $644 million, due to a large rise in imports and the first absolute decline in exports in ten years. The first half of 1968 brought a further adverse movement in trade; imports were up by 12.5% while exports were only 1.5% higher than the same period in the previous year. Accordingly, the size of the trade gap grew: this year it reached $381 million, compared to $284 million for the first half of last year.

There were some important differences, however. Some of the larger segments of this year's imports almost certainly would diminish during the second half; for example, automotive imports, which increased by 21% in the first half of 1968 compared to 1% in 1967, seemed certain to taper off.

On the other hand, exports were expected to rise somewhat as agricultural products, and particularly the large cotton crop, moved into the market.

Also, in sharp contrast with 1967, the bulk of this year's increase in imports has been attributable to private purchases, and these seem likely to be diminished by the credit squeeze as the year wears on.

Second half improvement

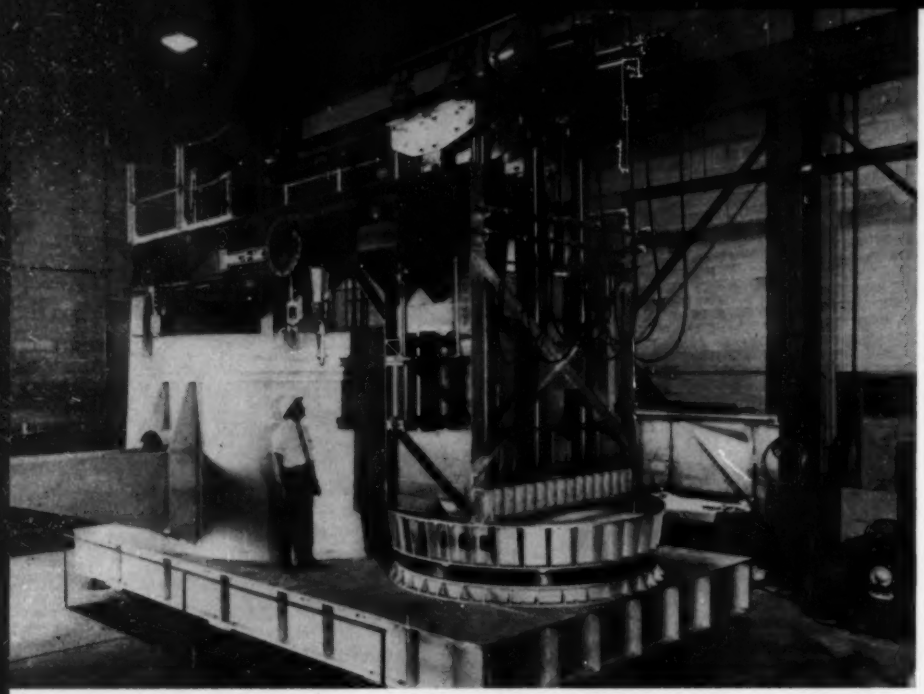
Finally, government imports of Olympic-related items probably were at their height in 1967 and had practically all entered the country by mid-1968. In these circumstances, the trade gap in the first half probably would be somewhat larger than in the second half. For the year as a whole, therefore, it would probably not increase in the same proportion, but seems sure to be above last year's $644 million.

For the remaining years of the Diaz Ordaz Administration, the United States can be reasonably sure that the economic growth of its neighbor to the south will continue, and without any untoward price movements. Moreover, the recently announced programs to promote rural development promise to contribute to long-term stability.

U.S. exporters will continue to find strong demand for their products in this billion-dollar market for U.S. goods. But in a number of lines they are likely to have to step up their sales efforts, arrange for export credits, and provide prompt post-delivery service in order to meet the increasing competition from other countries.

The recent adverse trade trends will certainly spur additional Mexican efforts to export and make Mexico sensitive to any move to restrict imports into the United States.

U.S. investors will continue to find



MEXICO'S ECONOMIC OUTPUT SURGED in the first half of 1968 with manufacturing leading the way. This 30-ton arc furnace built by Inductotherm Corp. was shipped to a Mexico City steel plant.

many promising investment opportunities in Mexico, but even in the next few years the nature of the opportunities is likely to begin to change. More opportunities than formerly will be found in manufacturing in provincial centers, in agribusiness in rural areas, and in development of tourist facilities.

With prospects for a continued tight domestic credit and capital market, demand will continue for financial resources from abroad, both in the form of portfolio investment and loans and credits, and the country's basic credit worthiness places it in a good position to meet its needs.

The outlook for economic growth appears satisfactory for 1968 and promises to be at a rate of 6 to 6.5%, close to the 6.4% real growth rate achieved in 1967. Production trends were somewhat mixed, but performance in the key areas of industry, agriculture and commerce seemed likely to approximate or fall just below last year's advances. Prices seem to be inching up at, or perhaps just above, last year's rate.

The atmosphere in which the Mexican economy functioned during the first three-quarters of 1968 was dominated by three circumstances. The first of these was that the Diaz Ordaz Administration, having passed the midpoint of its term, had moved out of its planning and project formulating stage into a time of project execution.

The second factor was the XIX Olympiad being held at Mexico City. Olympic-related building was being rushed to completion in various locations, ranging from new hotels to a number of structures built especially for the Games.

The third factor was increasing attention on the long term problems facing the country. While explicitly recognizing that Mexico is now in sound condition and making good progress, both public and private discussion tended to emphasize the need to invest new resources in rural development, higher education and research; to undertake income redistribution measures; and to provide the government with considerably greater domestic revenues to invest in these and other areas.

Olympics dominate scene

The single most important factor in the economic scene during the first three-quarters of 1968 has been the preparations for the Olympic Games. President Diaz Ordaz, in his Sep. 1 report to the nation, told how during his early days in office he had carefully considered whether to shift the site of the Games to another country. He had been mindful of the strain which the necessary preparations would place on Mexico, which is the first developing country to be designated as host to the Olympics and which had many other urgent needs for the resources they would absorb. After wide consultation, the President said, he had decided that the long-term gains to the country made it worthwhile to proceed.

The Olympics have indeed absorbed large quantities of resources. The direct costs of the Games to the Government will be $153 million, according to the President. Of this amount, $102 million have been capital outlays for installations such as the Olympic Village, the Sports Palace, a swimming pool, two gymnasiums, and other facilities, and $51 million have been used for current expenses. He said $92 million of the total cost will be recovered by the sale of housing units in the Olympic Village and by receipts of direct and indirect income.

Indirect costs high

The indirect costs may well equal or surpass the direct costs. Millions have been laid out for beautification of the city and improving its transportation system. Several new hotels and additions to existing ones have been or are being built, stimulated by the need for accommodations for Olympic visitors. And an earth station for transmitting and receiving communications satellite signals is being constructed to telecast the Olympic events to the rest of the world.

These projects, together with the construction of the Mexico City subway, have accounted for just about the entire increase in construction activity over last year. Moreover, it is commonly held that they have absorbed the credit resources available for construction and that no new private construction of any magnitude has been initiated since late 1967. Olympic construction is practically complete, however, and it is generally anticipated that credit will soon begin to flow into private construction once again.

Production as a whole showed a strong forward thrust during the first half-year. As usual, manufacturing led the way, with automobiles, durable household goods and certain chemical products in the van.

Production of passenger cars was up by a startling 26% compared to a 2% advance last year, but it was doubtful that the industry could keep up this pace. Color television receivers were a particularly hot sales item, probably because of the Olympics; one of the leading companies reports its production and sales are more than 60% above last year, and that it could sell more if it had the productive capacity.

Ammonium sulphate output was up 20% and acetate monofilament yarn rose by 19.5%. But urea production was down marginally and sulphuric acid manufacture rose only 4%. The chemical industry as a whole, usually one of the main motors of industrial advance, presented a

similarly mixed picture in all its branches, both organic and inorganic.

Construction materials advanced at or just above the pace of last year, with the exception of flat glass, which had a phenomenal rise of 44%. Pig iron production—including sponge iron—was up by 28% and corrugated bars by 21%, but steel ingots by only 11%.

Trends in the mining industry did not vary greatly from previous years. Silver output was up by 18% in volume, no doubt in response to last year's sharp rise in international prices. Copper output fell off by 6%, and sulphur by 4%. Petroleum production made very satisfactory gains; crudes 9%, gasolines 12.5%, and gas 26%.

The President's report to the nation noted that exploration work yielded gratifying results: geological surveys have indicated that five additional States hold promise of becoming oil producers; an additional 50 million tons of reserves have been proven at the Las Truchas iron ore deposits in Michoacan, bringing the total estimates to 130 million tons; new copper ore deposits have been discovered in the States of Sonora and Oaxaca; and proven sulphur reserves have risen by 32% to 58 million tons.

Agricultural production is expected to be 5.9% over last year, although figures for the first half of 1968 show little advance, except for cotton, which rose by a healthy 16%.

Prospects are good that rural development will receive more attention than formerly during the remaining years of the current Administration. More public funds are likely to be channeled into this area, particularly after the extraordinary Olympic-related expenditures have been made. The last six months have seen several announcements of new measures which hold considerable promise, but the problems of the countryside are so deep-seated that much time and effort will be required to solve them.

The new measures in this area include:

Rural industrialization—Secretary of Industry and Commerce Campos Salas has announced the formation of a new Bureau of Rural Industries to promote the establishment of new industries in rural areas; these are primarily to be small scale enterprises for the processing of farm, forestry, and fishery products, although the establishment of new tourist facilities may be included;

Public services in rural communities—Secretary of the Presidency Martinez Manitou has announced that the government is undertaking a program to provide public services such as potable water, medical and social services, feeder roads, schools, and electricity to 10,000 rural communities of from 500 to 2,500 inhabitants.

Increased funds for Secretariat of Agriculture—Increased investment funds have been made available to the Secretariat of Agriculture this year, and even more will be channeled to it in 1969, to expand rural education and extension work.

State enterprise to produce mixed feeds—In July the Secretary of Industry and Commerce announced the establishment of a mixed-feed enterprise to ensure supplies of feed for livestock at moderate prices, to encourage greater livestock and poultry output on farms.

Forestry resource development—A new program for rational use of these resources was announced in June, and a state enterprise had been set up to exploit forests in the State of Durango.

Increased use of fertilizers—Early this year a three-year program was announced to extend the use of fertilizers to 1.15 million hectares (one hectare=2.47 acres) of land in addition to the present four million now being fertilized; major emphasis is on corn acreages.

Credit is likely to continue tight well into next year, for several important reasons. The authorities have pursued a tight credit policy to restrain price increases since the second quarter of 1967, when the economy showed signs of overheating; restraints on credit are necessary to hold back the increase in imports; and the government has placed large amounts of its paper with the commercial banks in order to obtain funds for its capital expenditures.

Actual government receipts will no doubt run well ahead of the estimates presented to the Congress in the 1968 budget, as has been the case for the last several years; the consensus of reports from the business community nevertheless is that the government is short of cash and will continue to be so for several months. Both the Federal Government and the decentralized agencies, however, are making special efforts to preserve Mexico's enviable international credit rating.

Producer imports vital

Mexico has long had a chronic excess of imports in its foreign trade, but the gap ordinarily is almost closed by net receipts of tourism and border transactions. The Mexican balance of payments policy in essence is to maximize the foreign exchange available for the purchase abroad of the producers' goods needed for the country's industrialization, and through import substitution to hold consumers goods imports to a minimum. A high level of producer goods imports is essential to maintain an acceptable economic growth rate.

IMPORTS BY PRIVATE BUYERS have surged in Mexico, but the credit squeeze is likely to curtail such purchases. Below, representative of a U.S. electronics firm discusses his product at a recent trade show.

Japan pace tops forecasts

Unexpected export strength causes observers to revise GNP growth predictions to 10-11%

Paced by booming exports, the Japanese economy grew rapidly through the first three quarters of 1968. Moreover, most economic indicators point toward accelerated growth in coming months, says the semi-annual Economic Trends Report from the U.S. Embassy in Tokyo.

Consequently, most observers—including the Economic Planning Agency—recently have substantially raised their forecasts for Japanese Fiscal Year 1968 (ending Mar. 31, 1969). Revised estimates now project real GNP will grow by 10 to 11%, in sharp contrast to the 7.6% officially forecast earlier this year.

Meanwhile, Japan's balance of payments position has improved remarkably, despite strong domestic demand which has sustained imports at relatively high levels. This improvement has been due largely to a remarkable increase in exports and a greatly increased inflow of foreign long-term capital.

The extraordinary rise in Japanese exports in 1968 partly reflects a very substantial increase in production capacity in recent years, as well as an exceptionally high demand for imports by Japan's leading trading partner, the United States.

A record Japanese bilateral trade surplus with the United States now appears almost certain for 1968.

Japanese exports of iron and steel to the United States rose tremendously earlier this year as U.S. users imported in anticipation of a steel strike. Excessive steel inventories in the United States, as well as the Japanese commitment to limit steel exports to the United States, should reduce the pace of such exports.

Several exports booming

However, Japanese exports of automobiles, synthetic textiles, and electronic components and finished products in particular are booming, with virtually the whole remaining range of Japanese exports selling well in U.S. markets this year.

Finally, the threat of a U.S. dock strike early next year will accelerate Japanese shipments to the United States in the closing months of 1968.

On the other hand, the prospect of rapid economic growth with a potential investment boom in Japan strongly implies a resumption of a fairly high growth of imports, making possible more U.S. exports to Japan in 1969. Unfortunately, the possibility of a dock strike may harm U.S. export prospects.

MOST ECONOMIC INDICATORS point to accelerated economic growth by Japan in coming months. Below, visiting Japanese businessmen check trade data at the Commerce Department's computer center.

Japanese commercial banks and other borrowers of short-term funds almost certainly will repay some $100 to $200 million in short-term debt to U.S. lenders. However, the use of acceptance financing in U.S. money markets will remain firm, without much change due to a rise in the level of Japanese imports which will be partly offset by a slowdown in exports from recent record-high rates.

The selective dismantling of monetary restraint by the Bank of Japan will inevitably lead to a greater use of yen financing, particularly for medium- and long-term domestic credit. At the present time, there is a considerable potential for a "yen shift" in Japanese financial markets, although it is unlikely to be as pronounced as in the fall of 1966, when exceptionally high U.S. and Eurodollar interest rates accelerated the shift into yen financing of Japan's international trade.

In summary, 1969 promises to be a prosperous year for Japan with a growing opportunity for U.S. exporters in the Japanese market, a considerable slackening in the hectic pace of Japanese exports to the United States, and a continued demand for external financing on the part of Japanese traders and industry, although on a somewhat more selective basis, at least through mid-1969.

Most available indicators of aggregate demand point to a continuing lively economic pace. The seasonally adjusted index of industrial production is running about 18% ahead of last year, in contrast to the official forecast of a 9.7% increase for the fiscal year. Mining and manufacturing shipments are up by roughly the same percentage. Retail sales are at a high level.

During the early months of the year, construction starts were running 35% above last year. Private construction and machinery orders (both regarded as good leading indicators of future investment activity) are up sharply. Available indicators suggest very active plant and equipment investment. The labor force is substantially fully employed, and new labor demand is at a very high level.

Finally, Government payments to the public were up sharply in the first six months of 1968, despite efforts to postpone some expenditures until later in the year.

Two successive years of high economic performance have triggered higher than

usual retail price increases in recent months. Consumer prices were up by about 5% through last August. A further increase in the consumer price index in the next few months is virtually certain following the recent decisions to raise the prices of rice, beer, tobacco, flour, and a wide range of public services. The cost of services generally has continued to rise in Japan.

At present levels of economic activity retail price pressures almost certainly will persist, and any economic acceleration clearly runs the risk of pushing prices still higher. In fact, retail price pressures are probably the major reason for the Government's reluctance to further ease monetary and fiscal policies at the present time.

On the other hand, wholesale prices have remained relatively stable for some time. The bulk of Japan's imports are commodities. Consequently, the generally softer trend of international commodity prices in recent years has helped restrain wholesale price increases in Japan.

Spectacular improvement

In the first eight months of 1968, Japan's balance of payments improved by $836 million compared with the same period of 1967. Of this improvement, $552 million occurred in the trade account and $435 million in the long-term capital account. All other accounts deteriorated by $151 million.

Through August, Japan had an overall surplus of $320 million. As the remaining months of 1968 are seasonally favorable, current trends probably will produce an overall balance of payments surplus on the order of $650 to $750 million for the current fiscal year.

Japan's exports have soared in the first eight months of 1968, rising by 21% over the same period of last year.

Several factors account for most of this increase:

- The productive capacity of the economy has risen substantially in recent years as a result of massive plant and equipment investment;
- Rapid economic growth on the part of most of Japan's major trading partners, most importantly the United States, created very favorable demand conditions for Japanese exports;
- A smoothly operating export promotion program, including effective financial incentives for exports, readily available export financing, and administrative guidance geared to export targets for industry, has effectively exploited Japan's competitive position in international markets;
- Most new industrial investment has been related to specific export objectives, and
- Domestic demand pressures, although still at high levels, did ease somewhat in 1968 compared with the closing months of 1967 as a result of the monetary restraint program.

Import restraint

Imports have increased at a much slower pace than last year, despite rapid economic growth. Probably the major reason for the slowdown in imports is due to administrative measures taken to stabilize the level of imported raw material inventories.

Also, as noted, overall demand in the economy did ease slightly compared with peaks recorded in the final quarters of 1967. In addition, the world prices of commodities imported by Japan have tended to drift downward in 1968.

However, the slowdown in imports this year probably cannot be sustained, as the level of imported raw material inventories is relatively low.

The long-term capital account improved by $435 million through August, to a net outflow of $78 million, compared with a net outflow of $513 million during Jan.-Aug. 1967.

As a result of an improved balance of payments, the exchange rate of the yen rose above its dollar parity for the first time in three and one-half years last July. The yen has remained well above parity ever since.

Official gold and foreign exchange reserves have risen from $2,005 million at the end of 1967 to a record $2,223 million at the end of August and are widely expected to reach the $2,500 million level by the end of 1968.

At the same time, the international position of commercial banks has improved considerably through a combina-

AN EXTRAORDINARY RISE IN JAPANESE EXPORTS has brought faster economic growth than forecast and allowed an easing of monetary restraints. Above, the Port of Osaka, one of Japan's busiest.

Import growth

Japan's growth, continued at present rates, is expected to stimulate a resumption of fairly rapid import growth, and domestic activity will make increasing demands for resources now directed to production for export. A possible overheating in 1969 would accelerate the deterioration on trade account. The expected slowdown in the United States will make it even more difficult for Japan to maintain its present very favorable trade position.

U.S. AMBASSADOR to Japan U. Alexis Johnson (above left) examines microcircuits at Mica Corp. booth. U.S. and Japanese businessmen discuss contract details in the exhibitor's lounge (below left), and Crown Prince Akihito of Japan signs guest book (below right) as U.S. Commercial Affairs Counselor John Shaw and Exhibition Manager G. Nicholas Tassos look on at the ceremony.

U.S. exhibit results at Japan Electronics Show

Off-floor orders of $440,000, additional expected sales of $8 million

To the layman it might have seemed like carrying coals to Newcastle, but 52 U.S. companies representing 86 American manufacturers carried their advanced electronic components, instruments, and equipment to Japan for the U.S. Exhibition at the Japan Electronics Show recently, and came back with predictions of over $8 million in sales.

The show, held Sept. 17-23, was the first official U.S. Government participation in the Japan Electronics Show, and from the beginning it was a success.

On the opening day, over 3,000 visitors from the Japanese electronics trade, undaunted by heavy rains, were registered at the fair, held at Tokyo's Harumi Pier.

Dage Corp. president George Epstein said he had met representatives of at least 10% of the total estimated Japanese market for his products at his booth during the opening hours of the show.

Exhibitor opinion was unanimous that the exhibition had provided the maximum possible exposure to just the right kind of people for expansion of U.S. electronics sales to Japan.

Immediate sales and orders written during the show came to over $440,000, with attendance at the U.S. Pavilion over 10,000 registered trade representatives. Predictions call for another $7.9 million in sales.

The four exhibitors new to the Japanese market and one other firm had come to Tokyo looking for new agents and distributors, and two companies signed agreements during the show. The three others were actively negotiating with Japanese applicants for sales and distribution rights after the close of the exhibition.

"Preshow planning and customer contract prior to the exhibition made the show," reported Johnson & Hoffman's

tion of a large increase in foreign assets and some reduction in short-term liabilities.

The current high growth pattern of the economy should continue in coming months, possibly generating boom conditions and an overheated economy in 1969. Although detailed figures on current economic performance are not available, the current expansion appears very broadly based.

Consumer and government spending are advancing at about the forecast pace. But the unforeseen boom in exports has made a very considerable contribution to rapid growth.

Most important, there is no evidence to suggest, even faintly, that private plant and equipment investment will be held anywhere near the forecast level. Leading indicators strongly suggest a burgeoning investment boom, and a recent unofficial survey of private plant and equipment investment plans for fiscal 1968 indicated a nearly 27% growth of such investment for the year.

Even if the hectic pace of exports levels off, as expected, in the first quarter of 1969, private investment of the magnitude suggested by recent evidence is more than sufficient to assure high economic growth through the first half of next year.

Temporary factors

In addition, the recent improvement on capital account and very large export growth expected for the last quarter of 1968 are partially due to temporary and reversible factors. First, the trade balance

nirror strong economy

reet 52 American exhibitors

company official at the show. Dage president Epstein concurred, saying, "New product exposure to a large group of engineers normally hard to communicate with has been extremely helpful for future direct contacts."

A sampling of other exhibitors comments included "Many new customers as a result of the exhibit" . . . "very effective show" . . . "well designed, planned, and supported."

An official of one U.S. company summed up the feelings of the 52 exhibitors, "The show enabled me to extract a basic understanding of the Japanese market which will be invaluable in guiding the introduction of new products to Japan in the most profitable and expedient manner in the future."

Total trade and public attendance at the Japanese Electronics Show was estimated at over 213,000 by the fair management.

BUSINESS ACTIVITY proceeds at three booths at the Tokyo show. National Semiconductor (above), Ampex (below left), and Barnes Engineering (below right) were among 52 U.S. firms at the exhibition.

will be aided by advanced export shipments in anticipation of a dock strike in the United States early next year. An offsetting reduction in exports in early 1969 should be expected if this occurs.

Second, much of the capital account improvement has been due to greatly increased interest of foreign investors in Japanese stocks. A continuation of this inflow at present levels cannot be assumed and is probably unlikely.

Third, the Japanese authorities are expected to stiffen the approval criteria for long-term borrowings abroad, and the capital inflow is likely to fall somewhat.

The near-term outlook for the balance of payments in 1968 is decidedly optimistic. Because of the factors outlined above, however, some deterioration of Japan's payments position in 1969 is probable. The combination of accelerated domestic economic activity and the re-emergence of balance of payments pressures in 1969 could cause the restoration of a restrictive policy, possibly sometime after mid-year.

There appears to be increasing general awareness and discussion of the need for Japan to open its industries and markets to foreign participation if Japanese capital and exports are to continue to receive favorable treatment abroad. This growing recognition may be a major factor stimulating corporate reorganization and brisk investment activity designed to improve efficiency and competitive positions in anticipation of large foreign direct investments in Japanese industry.

The monetary restraint program initi-

ated in the fall of 1967 barely affected the upward surge of the economy in 1968. A number of factors may explain the huge gap between policy and actual performance this year.

First, the exceptional and unexpected rise in exports helped sustain very strong demand throughout the economy.

Second, a large volume of long-term borrowing abroad, initially undertaken earlier this year for balance of payments reasons, tended to offset the full impact of domestic credit restraint.

Third, a combination of readily available funds from banks excluded from "window guidance" and an increasingly significant volume of internal corporate financing also tended to offset official credit controls. "Window guidance" is the process by which the Bank of Japan, through personal interviews with officials of commercial banks, lets these banks know what policies it favors and whether the commercial banks' requests for particular actions by the Bank of Japan will be acted on favorably or not.

Striking improvement

The striking improvement in Japan's international position enabled the Bank of Japan to begin dismantling the restraint program, initiated almost one year before, with a 0.365% reduction in the discount rate in early August. The central bank also discontinued "window guidance" in October.

However, quantitative controls, in the form of official reviews of banks' financial plans, will be continued.

The above factors more than offset the restraint program and kept the economy on an expansionary course. In retrospect, 1968 clearly represents an extension of the strong economic expansion that began in 1967.

Second round awaited

With the second round of capital liberalization months away, Japan's Government is considering the liberalization of a number of industries, although no detailed information is yet available. As in the case of the first round, it remains to be seen whether liberalization will be meaningful in the sense that industries chosen are of any possible interest to foreign capital, and whether the Government approval processes are administered in such a way as to constitute effective liberalization.

U.S. exports to Libya climb as economic activity increases; petroleum production expands

Sharp upswing in purchases from U.S., first half '68, spurred by intensive construction in the oil industry

The Libyan economy continues to expand in a rather unstructured manner, according to the Economic Trends Report from the U.S. Embassy in Tripoli.

Petroleum production and exports have increased, with a consequent gain in government revenues, money supply, and general economic activity.

The gross national product is expected to be significantly larger for 1968 than for 1967.

Prices have continued to rise appreciably, the report says.

Balance-of-payments statistics for 1967, which only recently became available, indicate that Libya's net deficit to the United States on current account contributed almost a half billion dollars in credits to our own balance and that American oil companies operating in Libya repatriated more than a quarter billion dollars.

The United States in the first six months of this year greatly increased its sales to Libya and consolidated its relative position as second among Libya's suppliers. As the June 1967 crisis faded well into the background, commercial activity spurred on by intensive oil sector construction surged forward causing the sharp upswing.

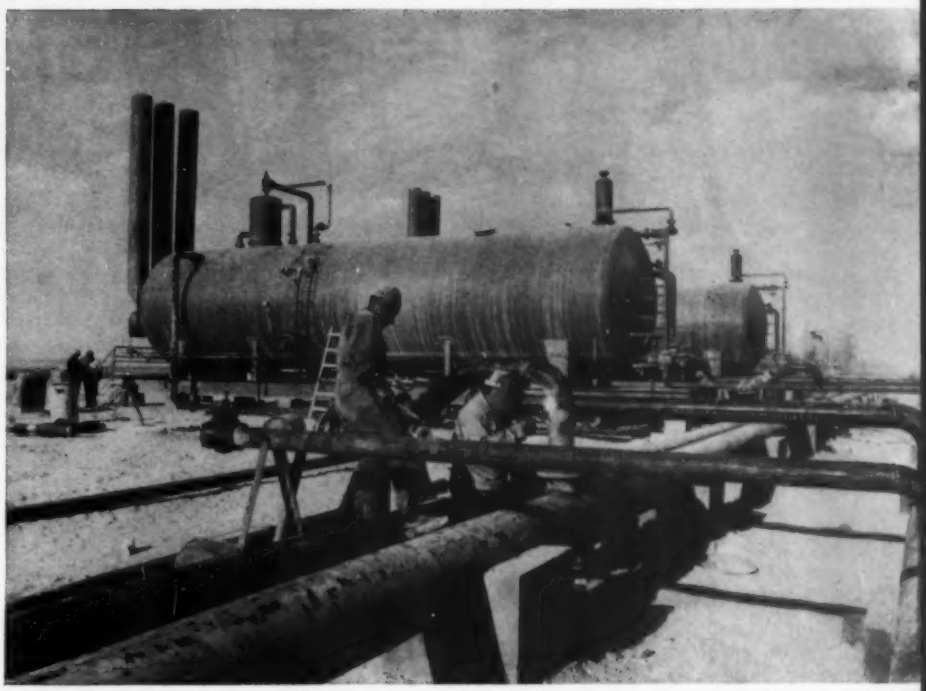
Preliminary figures show the United States with 18% of the total Libyan import market as compared to 12.6% for the full year 1967. Italy maintains its first place position with 24% of the first half import market (a 4% decline from 1967 yearly figures) and the United Kingdom with 12% (a slight increase over 1967) holds third place. West Germany follows with 8% but for the first time the Netherlands, reaching 7% of total imports, has replaced France as number five supplier. France with 5% of the import market is followed by Japan which maintained its 4% high of 1967.

Although recognizing the interim na-

ONLY THE RUGGED NEED APPLY to sell many kinds of products in Libya's market. This U.S.-made bulldozer is covering an oil pipeline laid beneath the sands of the Sahara Desert.

ture of six-month statistics, the United States for this period at least is clearly the oustanding performer. Total six-month dollar imports from the United States amounted to $56.1 million, only slightly below its 12-month 1967 figure of $59.8 million. Oil sector purchases absorbed $42.1 million of this amount; non-oil sector purchases accounted for $14 million. Total Libyan imports for first half 1968 equaled $312.1 million.

This vastly improved U.S. performance is credited principally to increased oil sector purchases, but nevertheless for the period under review U.S. exports to the non-oil sector are also holding firm and even showing measurable growth. For the six-month period, non-oil imports from the United States have already passed 70% of their full year 1967 total of $19.6 million. Provided this pace holds, this is a reversal of 1967's disappointing non-oil sector export sales by U.S. companies. In view of the growing number of U.S. companies on the Arab boycott list and the exodus of the most effective agents for U.S. companies consequent to the June 1967 crisis, this strengthening of the U.S. position is welcome.



U.S. SALES TO LIBYA have done surprisingly well in the non-oil categories, but the oil industry still accounts for the bulk of Libya's purchases abroad. Above, workers at the Hofra Field.

Increasing opportunities

As oil continues to stimulate the economy, enlarging and broadening Libya's base for goods and commodities, generating employment and acting as a catalyst in a general process of multiplication, a wide range of export opportunities become available.

The Libyan Government's plans to encourage the growth of small and medium industry will also bring with it further demand for equipment and machinery. New Libyan investment laws are geared to facilitate industrial expansion by attracting foreign investments.

These developments combined with the Libyan Government's purposeful program of educational, hospital, communication, housing and municipal expansion continue to attract businessmen from western and eastern Europe and also account for the intense competition which characterizes this market.

Libya's favorable location for European markets and the demand for its low sulfur, high gravity crude have continued to be the main forces behind the companies' efforts to produce at very high levels. In addition, Occidental, which began shipments at the end of February, has averaged about 355,000 barrels a day for its first six months of production, reaching a sustained rate of 525,000 b.p.d. in September.

Production for all the companies for the first eight months of the year increased 65% over 1967. This trend will probably continue, though at a slower rate, because of other companies' plans for expansion.

Mobil and Amoseas have completed their pipeline loop from the Amal and Nafoora fields to Ras Lanuf, increasing their pipeline capacity from 350,000 b.p.d. to 650,000 b.p.d. Oasis is planning to build a second pipeline from Zaggut to Es Sider with an initial capacity of 100,000 b.p.d. Occidental expects to increase its production from the present level to 800,000 b.p.d. this fall, when its D-1 field in concession 103 begins production, and one million in the first quarter of 1969, when the pipeline extension to the Augila field in concession 102 is completed.

Government joins search

The last six months also have seen the Libyan Government taking more definite steps to participate more actively in petroleum operations. In April, a national oil company the Libyan Petroleum Corporation, was established by Royal Decree and its first joint venture for exploration and production signed with two French companies.

The Lipetco law also grants the new organization powers to participate in downstream operations, both in Libya and abroad, and a number of companies are negotiating with Lipetco for possible new joint ventures and other arrangements.

In July the Government approved the resolutions of Organization of Petroleum Exporting Countries' Sixteenth Conference calling for member countries to develop their petroleum resources directly and to renegotiate present concessions to provide for member country participation. While accepting these objectives in principle, the Government will be limited for some time in the future by the shortage of trained Libyans to assume positions now held by expatriates. To help ease this problem, the Ministry and Lipetco are working on plans to establish a Petroleum Training Institute. The first class, however, could not be expected to graduate before two or three years.

In sum, despite Government interest in becoming more involved in the operational phases of the oil business, and despite Government pressures to obtain a larger share of oil company revenues, one can expect most of the companies at least to continue their present level of activities, and some to increase their activities sharply. This trend will probably be reflected in exploration activity as well as production. It will have a correspondingly important effect on all other oil-related businesses, particularly oil service companies.

Turkey's outlook mixed

Despite uncertainties, economy moves ahead; exchange deficit is top problem

Under the shadow of mixed short run prospects, Turkey's economy continues to move ahead at a development pace estimated at from a 6% to 6.8% increase in GNP this year, according to the semi-annual Economic Trends Report from the U.S. Embassy in Ankara.

The principal problem casting a shadow is the recurrent deficit in Turkey's international payments balance and its effects on the economy. There are signs of increased pressure this year as foreign exchange income from all sources is unlikely to meet expectations, while expenditures for imports during the first seven months of the year have run considerably above the level of 1967.

Export receipts are always low during the summer months, and foreign exchange transfer permits typically encounter delays at this time. The "waiting line," however, is appreciably longer this year than last, when an importer had to wait six weeks to receive his foreign exchange.

The Turkish market is changing as development progresses, requiring the use both more sophisticated techniques and of more advanced imported equipment and goods. Competition for the United States from Europe will continue to intensify as Turkey moves toward its goal of integration into the European Economic Community. Current statistics show the United Kingdom threatening the U.S. position as number two supplier to Turkey.

U.S. and other foreign financial aid has been reduced and will represent an increasingly smaller proportion of the resources available to Turkey to spend abroad. It would seem advisable, therefore, for U.S. interests to look at Turkey as the easternmost extension of the Community, as a European bridge into the Middle East and as the site for investment capable of serving markets in both directions.

The initiation of investment or joint-venture operations during the next several years in Turkey will enable a U.S. firm to move into the Community with Turkey, while also gaining a favorable base to operate in the markets to the East and along the southern Mediterranean shore.

Agribusiness gives entry

Agribusiness-based exports probably will gain earlier successful entry into the Community than industrial items.

Turkey's leaders have swung over the past year increasingly to a realization that large scale and urgent development of its export and tourism potentials are its best hope for solving its recurrent balance of payments difficulties.

The Government is acting to move more of the country's output, especially industrial, into its Regional Cooperation for Development (RCD) partners, Iran and Pakistan, and into the Arab World. Contacts are expanding with Libya and Tunisia, while permanent trade and tourism offices are being opened in Saudi Arabia and Kuwait. The ministers of Commerce of these nations, among others, recently exchanged visits with their Turkish counterparts designed to attract business and investment in both directions.

New decrees reflecting the Government's determination to encourage exports have been issued recently. They provide for increased tax and duty rebates on exported products, lower interest rates for the financing of export activities, and an overall simplification and acceleration of the rebate process.

Of particular interest to U.S. business and capital should be the agribusiness potential of Turkey's Mediterranean and Aegean coastal plains. In addition, the Turkish Government has contracted a survey of the potential of the region surrounding its major hydro-electric installation, the Keban Dam (to be completed in 1972) to a U.S. firm.

Prime Minister Suleyman Demirel recently emphasized the outward and Western orientation of Turkey in terming the span to be built over the Bosphorus as the Eurasian bridge.

Moving to EEC

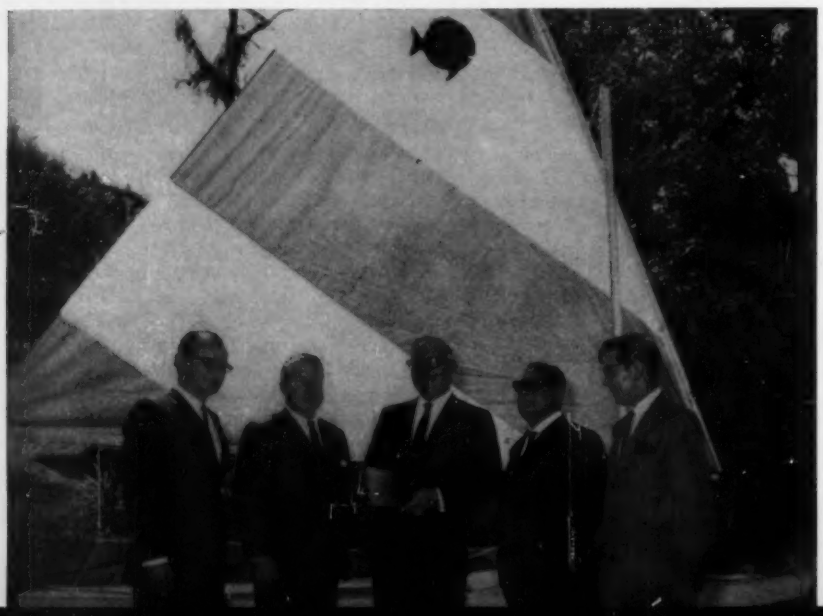
As part of its overall development policy, Turkey is seeking to accelerate its movement into full membership in the European Community. This is to be accomplished by entering the "Transitional" phase on Jan. 1, if the agreement of the Community to this step is won during meetings held this winter. The transitional phase was designed by the 1963 Association Agreement to require 12 years to complete, but can be extended if judged necessary by the parties involved.

Turkey is also seeking to promote its intermediary position by building up its transit role in trade between Europe and the Middle East. The CENTO Railroad will tie Tehran to Western Europe via Ankara and Istanbul, by the end of 1970. Improved international highways between Turkey and Iran have been completed as well.

Renewed interest has been sparked among local business and government leaders in developing free port areas at Iskenderun on the Mediterranean and Trabzon on the Black Sea.

Improving the institutional framework through which both transit and direct

TURKISH MINISTER OF MONOPOLIES AND CUSTOMS Ibrahim Tekin (center) accepts gift of Sunfish sailboat by American Machine & Foundry Co. from AMF officials during visit to United States earlier this year. Left to right are: AMF's Middle East sales manager, AMF World Tobacco Group executive Harry Hooper, Minister Tekin, and two representatives of Turkish Government agencies.



IZMIR EXHIBITION featured seminars on labor problems (above) which were well attended. Office machine displays included IBM (below left), and seven U.S. firms were represented by Malhas (below right) which showed small machine tools for use by Turkish industry.

Izmir fair exhibits to encore at Ankara in November

Following the successful lead of last year's BIZMAX exhibition of U.S. business machines at Ankara, Turkey as a follow-up to the 1967 Izmir International Fair, U.S. exhibitors at this year's Izmir fair will again keep their displays in Turkey for a special show at Ankara. The 1968 version, to be called TURKEX, will be held in Ankara from Nov. 4-8, with 17 of the Izmir exhibitors signed up to show office equipment and small machine tools.

. At Izmir, 68 representatives of 116 American manufacturers showed a wide range of U.S. products, including office equipment and industrial machines and tools at the U.S. Pavilion. Fifteen of the U.S. exhibitors maintained continuous demonstrations of their equipment during the fair, more than at any other country pavilion.

A businessmen's lounge provided space for business negotiations with Turkish customers at Izmir.

trade can flow over the improved physical transport routes will ease exporter/marketer problems.

With Iran presently exporting to Europe via the Soviet Union, and the Suez Canal remaining blocked, Turkey's efforts to develop its geographical advantage in concert with its physical resources seem well timed.

Another factor which prospective investors should look at carefully is the steadily increasing diversification and embryonic sophistication of industry in Turkey. The usual statistics do not tell this story, but American, and probably European, businesses selling to Turkey are more and more often learning that the demand for import of the more basic tools, equipment and materials is declining as local industry takes over the supplier role.

In turn, this opens new possibilities, both with more sophisticated items of the same types and with the local industrialists as they move on into improved products and techniques. Also, joint ventures with local firms that have established positions in the market might well open up greater sales possibilities than trying to combat both local and European competition from the United States.

On the basis of a partial index constructed by the AID Economic Planning Division, Turkish industrial production (mining, manufacturing, and power) in the first four months of 1968 was in the neighborhood of 8-9% above the first four months of 1967.

Within mining, coal production was up by only 1% but lignite production was up by 26% and the output of crude oil by 19%, while iron ore and chrome ore production were off by 20%.

Textiles (in the public sector) were up by 8%, petroleum products by 38%, nonmetallic mineral products by 8%, iron and steel and metallurgy by 11%, and other manufacturing by 4%. Electricity production was up by 12.5%.

On the assumption that these rates continue for the rest of the year, an 8% increase in industrial production may be taken as reasonable.

Two special factors must be taken into consideration. The first is that the current rate of production seems to be exceeding domestic sales in some lines, particularly textiles, so that producers are accumulating large unintended inventories. The probable result will be an eventual slowing down of production, unless further improvements in the export tax rebate rates and system decreed in September provide sufficient incentive to producers to move their excess output abroad.

The other factor is the likelihood that imports of raw materials and spare parts required for current production will eventually be squeezed as Turkey's foreign exchange situation deteriorates. For the time being, however, imports have been at a fairly high level. For the first five months of 1968, they were 22% above imports during the same period of 1967, with a considerable share coming in on the liberalized lists in expectation of future restrictions (and perhaps in expectation of an eventual devaluation).

Since the aggregate amount of quotas under the Import Program for the second half of 1968 has been maintained at the same level as the first half, and since the liberalized list has specifically been left unchanged for the second half, the supply of "maintenance of the economy" imports for the rest of this calendar year should be adequate although not as plentiful as the $835 million import program for the year would have made them.

Nonetheless, even at around $710 million total, the essential items will be available. It is therefore unlikely that domestic production will be affected by a shortage

of imports this year. In 1969, however, import restrictions may well become a constraint on domestic production.

Because of its heavy dependence on agriculture, Turkey's export trade shows strong seasonal fluctuations, with a widening deficit during the middle months of the year. At the same time, the development plan calls for rapidly expanding imports, notably of capital equipment and raw materials.

Thus the wide balance of payments gap that developed this summer was not unexpected although it was worse than forecast. However, through the longer term of the next four years of the current Development Plan, it is anticipated the current developmental imports will add to production of exports. This, combined with greater tourism earnings and, hopefully, higher workers remittances should result in a better balance, which would be less subject to seasonal gaps.

Exports of industrial and processed products are not living up to the hopes of the Government planners. Last year, the growth in total exports from $490 million to $523 million was more than the planned target, but was due largely to expansion in agricultural shipments, with weather the critical factor. It does not now seem likely that last year's cotton and tobacco export bonanza will be repeated.

Meanwhile, observers note that 1967 exports of minerals, ores and processed goods, such as copper, vegetable oils and textiles, were actually lower than in 1966, and there was a further relative decline during the first quarter of this year.

Fortunately for the Turkish economy, manufacturers are beginning to take greater interest in export possibilities. They are being encouraged to do so, moreover, by the continuing introduction of export incentives. These include new tax rebates on exports, the more rapid and simplified operation of the incentive system, and better interest rates on credits to exporters. Softening domestic demand in some lines may also encourage export efforts.

Offset by licensing

It must also be recognized, however, that the fiscal incentives have been to some extent counterbalanced by the introduction of a system of export licensing, designed to prevent smuggling of foreign exchange, and export-mindedness has not yet developed to a significant degree among Turkish businessmen. The expansion of exports, especially of industrial items, will be a slow process.

On the invisible side of the balance of payments, Turkey has benefited considerably from remittances of money sent home by Turkish workers who have taken jobs in the highly industrialized countries of Western Europe. These remittances rose to a peak of $115 million in 1966, and though they dropped back to $93 million last year (mainly as a result of the recession in West Germany, where about 140,000 of the 180,000 Turkish workers abroad are employed), it is hoped that there will be an improvement this year in line with the German economic recovery and as a larger number of workers go abroad.

A 33⅓% premium on the official exchange rate was introduced for tourists and other visitors in an effort both to stimulate tourism, and encourage tourists to exchange their funds through official channels.

At best however, the most that can be expected from these sources would be an additional $7 to $10 million over the rest of the year. Over the long run, of course, tourism and remittances should make an increasingly significant contribution to the balance of payments. Tourism especially, often termed Turkey's greatest underdeveloped resource, should receive and respond to increased developmental attention.

A major potential source of funding from abroad, foreign investment, has not shown an appreciable rise from the low levels of the past several years. A considerable number of proposals are understood to be on the table of the State Planning Organization, the executive agency responsible for judging and processing such applications, but they are not moving as quickly as desirable if foreign investors are to be assured that they are really wanted in Turkey.

Two important applications were approved earlier this year; the Fiat and Volvo automobile production proposals. In early September a Perkins Diesel organized group received approval for its investment to produce a limited range of diesel motors for use in tractors, trucks and other vehicles. However, the high level of interest from abroad in looking for investment possibilities needed to provide significant amounts of foreign exchange inflow does not seem to have developed.

Processing speeded up

On the other hand, the responsible authorities of the Turkish Government have not made adequately clear their criteria for foreign investment applications to be quickly processed and accepted.

The present prospect for calendar year 1968 is for a continuation of the high performance level of 1967. Last year's rate of growth in GNP in constant prices over 1966 was 6.6%, with net value added in agriculture rising by 1.4%, and in industry by 12.5%. This year's rate of growth of from 6.0% to 6.8% in GNP, with a 2-3% rate of growth in agriculture and 8% in industry is expected.

A 15% growth in construction and a 7% growth in trade and services appears likely. While these figures are only estimates, they are given to indicate the expected range of performance.

From January through July, wholesale prices averaged only 2% above the same period of 1967.

Part of the damping of prices as reflected in the price indexes may also be due to the actions of some import substitution firms in the private sector in reducing prices under pressure from the Government early this year. Since August 1967, prices have been negotiated downward in tires, batteries, and pharmaceuticals. In addition, production at current high prices has clearly exceeded domestic demand in some lines, such as refrigerators and textiles. The Government has also maintained tight reins on the availability of credit as part of its anti-inflationary policy. This is expected to continue.

Given the relative stability of prices so far this year, a rise limited to no more than 3% over 1967 in the wholesale price index for 1968 seems likely.

Short-term worrisome

Despite the brighter longer term prospects, Turkey's key problem for the present remains that of finding the foreign exchange to cover the current deficit. For 1968 the Five-Year Plan had called for $314 million in foreign aid. This level will not be reached.

Total aid by all the members of the Aid-to-Turkey Consortium grouped in the Organization for Economic Cooperation and Development (OECD) is likely to fall short of the Turkish Government's 1968 target by at least $35 million, and perhaps more.

There is also the further complication that an appreciable time lag inevitably tends to develop between the moment when considerable portions of the aid are promised and the moment when the funds are actually released. For this reason, it is likely that actual imports this year will fall short of the planned $835 million. A total in the range of $700 to $720 million appears more reasonable.

Eased Turkish import rules will enhance U.S. export position

A wide variety of U.S. exports to Turkey can now be financed commercially, as well as under Agency for International Development (AID) loans.

The Government of Turkey, which determines the method of financing, has eliminated the requirement that certain imports can be purchased from the United States only with AID funds. Goods involved include, but are not limited to: construction machinery, motor vehicle components, industrial chemicals, lubricating oils and office machinery.

A Turkish Import Circular of June 29 deleted the designations of *partly* and *fully AID* from the lists of goods eligible for import. In the past, only AID funds were allocated to importers who wished to buy U.S. goods under either of these classifications, although goods designated as partly AID could be purchased with commercial funds from non-U.S. sources. Thus the scope of U.S. sales within these categories was effectively limited to the amount of the AID allocations.

Under the new regulations, all applicants for import licenses are placed on a single list by the Turkish Central Bank, and are granted import licenses on a first come, first served basis, without regard to source of financing.

These changes are significant, as they place greater importance on the competitiveness of U.S. products. U.S. suppliers will no longer be in the position of having guaranteed sales of goods eligible for AID financing. More importantly, sales opportunities for competitive U.S. goods will no longer be limited to the availability of AID funds, but will encompass the much larger volume of commercial sales.

Two West German bank loans help Danes cover deficit in balance of payments

The Danish Government signed a loan agreement with West Germany's Dresdner Bank (Hamburg) for 150 million Deutschmark ($37.5 million) on Sept. 24.

This is the largest foreign loan ever taken by the Danish Government, including European Recovery Program and World Bank loans. It will carry an interest of 6.5% and be repayable over 12 years. It is intended to increase Denmark's foreign exchange reserves and will, for the time being, be held in Deutschmark.

Earlier in September the Danish Royal Mortgage Bank arranged for a 70 million Deutschmark ($17.5 million) loan with the West German Bayerische Vereins Bank at the rate of 7.17% effective interest repayable over 12 years. The Royal Mortgage Bank traditionally acts as an intermediary between local Danish governments and the international capital market.

Before the adjournment of the Danish Parliament in June, the Government obtained authority to borrow not more than the equivalent of 500 million Danish kroner ($67 million) abroad. The undisposed balance of this authority, about 200 million kroner, will probably be utilized in 1968.

These capital inflows will help cover this year's expected deficit in the current account of Denmark's balance of payments. In 1967, the deficit on current account approximated $300 million. This year the deficit should be reduced to about $250 million, according to present estimates.

Niger to buy maintenance equipment with IDA loan

Transport costs in Niger, which now place a heavy burden on the economy, should be substantially reduced as a result of a four-year road maintenance program to be carried out with the assistance of a $6.12 million credit from the International Development Association (IDA).

The program provides for the purchase of maintenance and shop equipment, the extension and improvement of workshops and stores, and the training of maintenance personnel at all levels. The Niger Department of Public Works will execute the program with the assistance of consultants. The program is designed to eliminate the backlog of maintenance work and provide a sound base for new work, as well as reduce vehicle operating costs and future expenditures for routine maintenance.

Part of the IDA credit will be used for feasibility studies, to be carried out by consultants, of about 180 miles of roads with subsequent detailed engineering and preparation of bidding documents for about 90 miles of high priority sections to be selected by the Government and IDA.

The total capital expenditures of the maintenance program are estimated at the equivalent of $8.13 million, of which 67% will be financed by IDA, 2% by the French Fonds d'Aide et de Cooperation, and the remainder by the Government of Niger which will also finance all recurrent maintenance costs during the program period. The IDA credit will also finance most of the foreign exchange costs of consultants' services for the preinvestment studies.

Trinidad gets $9 million World Bank education loan

The World Bank has loaned Trinidad and Tobago $9.4 million for the expansion and improvement of educational facilities.

The loan is to help finance the first stage of a long-term plan to reorganize the educational structure in that country. Under the plan, the present post-primary school system will be progressively replaced by junior secondary schools with improved academic standards. To increase the supply of skilled manpower, the program of senior secondary education will be made more comprehensive, with options in agriculture, commercial subjects, home economics and technological courses.

The project provides for the construction and equipment of 16 junior secondary schools, three senior comprehensive schools, and one teacher training college. In addition, three existing secondary schools are to be extended and converted into senior comprehensive schools. The United Nations Educational, Scientific and Cultural Organization (UNESCO) assisted the Government of Trinidad and Tobago in the preparation of the project under the Bank/UNESCO Cooperative Program.

Manila utility to buy U.S. goods with Eximbank loan

The Eximbank has established a $5 million credit in favor of Manila Electric Power Co., to finance the purchase of American equipment needed to expand the Philippine utility's distribution system.

Manufacturers interested in making sales to be financed by the Eximbank credit should write to Manila Electric Power Co., Box 451, Manila, Philippines.

Indonesia limits trade activities of foreign firms

Concerns from abroad may open sales offices, if nationals' services are used for importing

Indonesia's Trade Minister has issued a policy statement and decree which limit the trading activities of foreign firms. The policy is designed mainly to encourage development of a larger class of competent international traders of Indonesian nationality.

Only national businessmen will now be licensed to import and will be granted the importer number used as identification on commercial and official documents. While foreign trading companies may open sales offices in Indonesia, they must use the services of an Indonesian licensed importer for bringing commodities into the country. A number of U.S. trading companies which have opened offices in Djakarta are successfully using this procedure.

The Minister on July 13 cited indications that certain foreign firms have shifted their agencies from national firms and Indonesian importers to foreign firms or individuals located in Indonesia. His decision is to prevent this shift and subsequent financial loss to national importers. Formation of an Indonesian company, ownership of which is held by American or other foreign interests, is not allowed as a means of circumventing this policy.

The Minister suggests that foreign firms interested in trading, especially in marketing their goods in Indonesia, cooperate with national Indonesian firms through joint ventures or other similar means.

On July 15, the Minister issued a decree which bans foreign trading firms from obtaining approval under the Foreign Investment Law of 1967 and thus becoming eligible for the privileges and facilities that law provides. An exception is granted for supermarkets and department store operations, provided the investment is a joint venture with Indonesian capital and is located in Djakarta or certain provincial capitals. The Government's encouragement of foreign business activity in Indonesia since 1966 and 1967, therefore, does not extend to the trading and import sector. The decree, however, does not affect the right of approved investors to import raw materials, equipment, and spare parts for their own production needs, or to export goods of their own production.

Some long-established foreign-owned companies in Indonesia, such as the Goodyear Tire & Rubber Co. and Unilever concerns, have been permitted to remain as licensed importers and retain their import numbers. These companies are making new investments under the Foreign Investment Law and are engaged in productive enterprises.

GATT course in Congo teaches Africans fundamentals of international commerce

The fourteenth of a series of English and French-language courses on commercial policy and foreign trade organized by GATT in collaboration with the United Nations Economic Commission for Africa is being held at Kinshasa (Democratic Republic of the Congo) from Oct. 9 to Nov. 5. The course, which is intended for government officials from French-speaking countries in Africa, is financed under the Development Program of the United Nations.

Seventeen officials from the following countries will be taking part: Congo (Kinshasa), Dahomey, Gabon, Guinea, Ivory Coast, Madagascar, Mali, Mauritania, Togo and Upper Volta.

The GATT series is designed to help officials from French and English-speaking African countries get more closely acquainted with the commercial policy and foreign trade problems which developing countries have to face.

Togo will use IDA road loan for equipment, consultants

The first operation by the World Bank Group in Togo will be undertaken with the granting of a $3.7 million credit from the International Development Association (IDA) for a road maintenance program and pre-investment studies.

The four-year maintenance program, to be assisted by the IDA credit, provides for the purchase of maintenance and workshop equipment, on-the-job training, with the assistance of consultants, of personnel at all levels—inspectors, operators and mechanics—and the adoption of improved methods of operation. The program will result in a substantial reduction in vehicle operating costs and will lead to savings in capital expenditures on road reconstruction which can be postponed if the present system is well maintained.

Consultants will be retained by the Government to undertake feasibility studies of about 270 miles of secondary roads, with subsequent detailed engineering and the preparation of bidding documents for about 180 miles if found to be technically feasible and of high economic priority.

Peru expropriates IPC's oil property

The Peruvian military junta which overthrew the Government of President Belaunde issued a decree on Oct. 9 expropriating the La Brea y Parinas oil fields and other facilities belonging to the International Petroleum Co. (IPC), a subsidiary of Standard Oil of New Jersey.

According to Decree No. Four of the Revolutionary Government, the expropriation was directed at the installations, plants, systems of transport, fields, storage tanks, refinery and other facilities which comprise the industrial complex, as well as the surface installations of the La Brea y Parinas oil fields.

The decree gives to the state oil company, Empresa Petrolera Fiscal, responsibility for the administration of the expropriated property. Prior to taking possession, the new government had unilaterally abrogated the agreements between the preceding Belaunde Administration and IPC regarding cancellation of alleged debts owed by IPC to the Peruvian Government, transfer of ownership of the oil field to the Peruvian Government, sales of crude oil from the fields to IPC, and marketing of petroleum products from the Talara refinery.

The expropriation, following on the heels of a decree (see *International Commerce*, Oct. 7, page 33) which discriminates against foreign construction firms, marks a further deterioration of the investment climate in Peru.

Thus, for example, new, large-scale investment in Peru could be deterred.

French firms want license agreements

Interests vary from frozen foods to items for petroleum industry

Three French firms are seeking licensing agreements—one to represent U.S. firms engaged in the frozen food field and the others, to manufacture folding cartons, boxes, and steel equipment for the petroleum industry.

To obtain further details about these opportunities interested U.S. firms should write the French firms.

• A French paper converter and producer seeks licenses to manufacture **folding paperboard boxes, collapsible cardboard containers and folding cartons for food items and related products.**

The company, which is interested in expanding and diversifying its product line currently designs, prints and manufactures wrapping and packaging materials, principally small paper bags, folding cardboard boxes and allied paper products. It operates a modern, well equipped plant and employs about 150.

Write: Dupuy & Cie, No. 99 Bd. Besson-Bay, 16 Angouleme, Charente, France. WTD.

• A long established French corporation is interested in licensing agreements with U.S. firms for the local manufacture of **steel machinery for the petroleum and other industries.** The company also wants to produce **tool-joints, drifts, drills, chucks, and hydraulic screw-jacks.**

Established in 1928, the company presently operates a well equipped plant and has 150 employees.

Write: Mr. Louis Graciet, Usines Dehousse, Avenue Gaston-Lacoste, 64-Pau, France. WTD.

• A long established French firm, owning and operating 4,500 refrigerated or insulated freight cars and 300 refrigerated and insulated trucks, is **interested in associating with or representing U.S. suppliers of perishable quick frozen and deep frozen foods or suppliers to these industries.**

The firm is expanding its operations, terms of reference and believes it is ideally organized, financed, and located to assist American suppliers desirous of exploiting its technical facilities, transportation and storage networks.

The firm literally dominates the domestic movement of cold storage foods within France and in inter-European rail movement of cold storage food shipments (particularly within the EEC) originating in France.

Write: M. Girard Schoendorff, Marketing Manager, Societe Francaise de Transports et Entrepots Frigerifiques, 93 Boulevard Malesherbes, Paris 8E, France.★

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

License to make appliances sought by Ecuadoran firm

A long established importing firm, assembler and fabricator, now assembling Land-Rovers, seeks diversification through manufacture or assembling of electrical commercial, domestic fans and air circulation appliances, including refrigerated conditioning under licensing arrangements.

Contact: Mr. B. Avilis Alfaro, presently in the United States, P.O. Box 29881, Atlanta, Georgia, 30219. Telephone (404) 451-2429. WTD.

U.K. firm seeks wide range of licenses

A British public holding company is interested in obtaining licenses from American firms for the local manufacture of a wide range of products by some of its subsidiary companies.

The organization, which was established in 1939 and presently has approximately 8,000 employees, controls a large number of subsidiary firms operating in four Divisions.

At the present time, the company is interested in the manufacture of American products which would fall within the capabilities of its Engineering and Plastics Divisions.

The activities of the Engineering Division include the manufacture of mining equipment, steel kegs and drums, steel tubes, metal windows; the design and fabrication of structural steel; and precision engineering.

The Plastics Division manufactures extruded sheet polythene film for converting into packaging materials and other finished goods.

Write: Mr. Rodney M. Hargrove, Group Export Sales Manager, British Steel Constructions Group, 365 Euston Road, London, N.W.1, England.★ WTD.

Korean firm proposes joint mining venture

A South Korean company engaged in the mining and processing of acid clay (bentonitic type) is seeking a joint venture arrangement with a U.S. firm. In return for technical know-how, machinery and capital, the Korean company is willing to give up to 40% of the equity to the U.S. partner.

The company's plant near Seoul is presently capable of producing 10 metric tons of the finely ground, treated clay per day for use by soap, margarine, cooking oil, and motor oil processors as a clarifying and decolorizing agent.

The company hopes to construct a new plant near the mine site in North Kyongsang Province with a daily production capacity of 60 to 80 metric tons of processed clay.

Write: Dong Bo Clay Industrial Co., 606 Bangwha-dong, Yungdungpoku, Seoul, Korea. WTD.★

Eximbank credits aid U.S. exports worth $263 million

Loans will help Australia buy jetliners, defense and capital items

Four Eximbank credits totalling $151 million to Australia will help that nation buy U.S. equipment and services having a contract value of $263 million.

The first agreement, for $23.85 million, will help finance the purchase by Qantas of four Boeing 747 jet airliners. Qantas is the Australian national flag carrier. The four jumbo jets will cost a total of $132 million, including spare parts and related services. In addition to the Eximbank credit, a syndicate led by Morgan Guaranty Trust Company of New York will advance $26.5 million and The Boeing Company will extend credit in the amount of $2.65 million.

The second credit agreement was for $75 million, and will be used to finance Australian purchases of defense equipment and services.

A credit agreement involving $50 million will be used to finance purchases in the United States of various items of capital equipment. Repayment is to be in 14 semiannual installments. Specific items to be financed with this credit will include capital equipment for the metalworking, power generating, agricultural, and construction industries. The interest rate of this credit is 7% per annum.

The last credit agreement signed was for $2.24 million to help Australian National Airlines Commission in its purchase of one Boeing 727-76 jet airliner to be operated by Trans-Australia Airlines.

U.S. licenses sought by Italian manufacturer

An Italian corporation is seeking a licensing agreement with an American firm for the local manufacture of modern heating and air conditioning equipment.

Established in 1962, the company presently manufactures heaters, boilers, radiators, industrial steam generators, heat exchangers, and autoclaves. It operates a plant employing 150 workers and has 20 sales representatives.

Write: SICCAT, S.p.A., Viale Sarca 47, Milan, Italy. WTD.★

Slaughterhouse complex planned for Afghanistan

A group of wealthy Afghanistan businessmen invites U.S. participation in a complex slaughterhouse operation whose purpose is to slaughter sheep, process their wool, make sausage casings, shoes, soaps, fertilizer, and other related items.

The complex is to include a cold storage plant and all facilities required to make maximum use of all by-products from the slaughtered sheep. Technical and managerial know-how are required together with imports of American machinery.

Write: Mr. Abdul Rahim Madjid, Dir., Bank Melli Afghan, Kabul, Afghanistan.★

Middle East publicity

The U.S. Embassy at Beirut produces and prints the *Middle East-American Commercial Newsletter*. This Newsletter is sent to 3,000 merchants in Lebanon, 200 in Jordan, 200 in Sudan, 600 in Kuwait, 2,000 in Saudi Arabia, and 500 along the Persian Gulf. Highlighted are products being marketed overseas and for which U.S. firms seek agents in the Middle East, and activities of American firms in the Middle East involving large sales, major construction projects, factory inaugurations or special seminars.

American firms desiring to publicize their achievements in the Middle East should submit suggested copy with appropriate photographs to the Commercial Attache, U.S. Embassy, Beirut, Lebanon. Those seeking agents in the Middle East to represent their products should contact the nearest Commerce Department Field Office.

Pakistan rural banking scheme expands farm credit

In pursuance of President Ayub's recent proposal for the introduction of mobile banking in rural areas, the State Bank of Pakistan has directed four leading commercial banks to open nine centers with a network of 54 mobile banking units by the end of October. Eight of the centers will be located in the Western Province and one in the East.

The mobile banking units will have as their primary objectives the mobilization of increased agricultural incomes and the provision of credit facilities to farmers.

An estimated $800 million in extra purchasing power has been generated this year by government procurement of bumper crops. It is hoped that the increased accessibility of savings banks will dissuade the farmers from channeling this wealth into traditional hoards or consumer items and thereby provide a much needed source of revenue for agricultural development.

Dutch firm wants license to make special paints

A license to manufacture highly technical paints and lacquers for special industrial applications is sought by a Dutch firm. The products would be marketed in The Netherlands, Belgium, Luxembourg, West Germany, France, Denmark and England.

Write: Mr. H. Jes, Assistant Manager, Storm van Benten & Kluyver N.V., 9 Veerdijk, Wormer, The Netherlands. WTD.

German magazine lists licensing opportunities

A West German trade magazine offers free listings for companies seeking or offering licenses. The magazine appears in two monthly issues, one for consumer goods, and the other for technical equipment.

Established since 1954, the magazine is distributed on a membership basis throughout the world.

Write: Made In Europe, 21-29 Unterlindau, 6 Frankfurt 1, Germany.★ WTD.

Ecuadoran seeks license to make toilet preparations

A manufacturer of toilet preparations wishes to expand its operations through the manufacture of American products under license.

Write: Francisco Sanchez M. Comercial e Industrial cia Ltda., P.O. Box 3517, Guayaquil, Ecuador. WTD.

Licensing arrangements requested by Swiss firm

A Swiss manufacturer of paints, varnishes and chemical coatings seeks licenses to produce and market newly developed products in this field. The firm has about 40 employees.

Write: Schmid & Rhyner AG, 8134 Adliswil, Switzerland. WTD.

World Trade Opportunities

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-618, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Miscellaneous agriculture

NETHERLANDS—Packaged mixed birdseeds, particularly for canaries, parakeets, similar pet birds. Buitenhuis & Zoon N.V. (importer, exporter, agent), Room 274, Beursgebouw, Rotterdam-1. Attn: Mr. D. Buitenhuis. Telex No. 21620. WTD 9/68.

203 Canning, preserving food

AUSTRALIA—Foodstuffs: canned, frozen, Bernard Cohen (agent, importer, wholesaler), G.P.O. Box 1739, Sydney, N.S.W. 2001. WTD 3/68.

204 Grain mill products

LIBYA—Alfalfa prepared as feed for animals; animal feeds; prepared bird feed; prepared chicken feeds; citrus feed meals; feed concentrates; cake flour; bran and middlings; cereals; cracked grain flour, blended, prepared or self-raising. Direct purchase and agency. Issa Ahmed Al-Maksi (importer), P.O. Box 3681, Tripoli. WTD in preparation.

MALAWI—Wheat flour, hard. C. G. Whitehead (Pvt.) Ltd. (importer), P.O. Box 558, Kamazu Highway, Limbe. WTD 9/68.

NETHERLANDS—Fish food. Buitenhuis & Zoon N.V. (importer, exporter, agent), Room 274, Beursgebouw, Rotterdam-1. Attn: Mr. D. Buitenhuis. Telex No. 21620. WTD 9/68.

220 Miscellaneous textile mill products

● **CEYLON**—Unnamed quantity of raincoats, hats, blankets, ribbons and badges, armlets, and helmets. No bid deadline. Submit bids to Inspector-General of Police, Police Headquarters, Colombo 1, Ceylon.

221 Broad woven fabric mills, cotton

MALAWI—Cotton textiles in bright designs, competitively priced. Gateway Distributors Ltd. (importer, wholesaler), P.O. Box 559, Haile Selassie Road, Blantyre. WTD 10/68.

THAILAND—Baby receiving blankets; pure cotton in solid colors or prints, sizes 26″ x 34″, 30″ x 40″, 36″ x 50″. C.i.f. Bangkok or f.o.b. prices, brochures requested. Khazan Singh Awtar Singh (Jaspal Store) (importer, wholesaler, retailer), 324 Pahurat Road, Bangkok. WTD in preparation.

225 Knitting mills, products

THAILAND—Baby socks of manmade fibers. Sizes 3-3½, 4-5, 5-6. C.i.f. Bangkok or f.o.b. prices, catalogs or other illustrative material requested. Khazan Singh Awtar Singh (Jaspal Store) (importer, wholesaler, retailer), 324 Pahurat Road, Bangkok. WTD in preparation.

228 Yarn, thread mills, products

BRAZIL—Manmade fibers, yarns: acrylic, nylon, acetate, polyester. Elias Pinto Corretagens Exportacao e Importacao (agent), Rua Sao Bento 500, 9° andar, sala 901, Sao Paulo. WTD 9/68.

230 Apparel

● **CEYLON**—Unnamed quantity of raincoats, hats, blankets, ribbons and badges, armlets, and helmets. No bid deadline. Submit bids to Inspector-General of Police, Police Headquarters, Colombo 1, Ceylon.

232 Men's, youths', boys' furnishings, work clothing

MALAWI—Shirts: sport, dress, made from branded manmade fibers. Price lists, illustrations requested. Direct purchase and agency. Gateway Distributors Ltd. (importer, wholesaler), P.O. Box 559, Haile Selassie Rd., Blantyre. WTD 10/68.

233 Women's, misses', juniors' outerwear

MALAWI—Dresses made of high bulk, polyester fabrics. Illustrations, patterns, prices requested. Direct purchase and agency. Gateway Distributors Ltd. (importer, wholesaler), P.O. Box 559, Haile Selassie Rd., Blantyre. WTD 10/68.

238 Apparel, accessories

NETHERLANDS—Leather apparel. Direct purchase or exclusive representations for Benelux countries. I. Auerbaan & Zonen N.V. (agent, distributor), 36-38 Spuistraat, P.O. Box 301, Amsterdam. WTD 9/68.

243 Millwork, veneer, plywood prefabricated structural wood products

MALAWI—Veneer, plywood for tropical buildings. Gateway Distributors Ltd. (importer, wholesaler), P.O. Box 559, Haile Selassie Rd., Blantyre. WTD 10/68.

252 Office furniture

TANZANIA—All types of metal office furniture. Catalogs, prices requested. Direct purchase and agency. The National Office and Business Machines Company (importers, agents), P.O. Box 21175, Dar es Salaam. WTD 9/68.

262 Paper mills, products

● **BURMA**—Approximately 6,500 reams of paper and board. Requirements to be furnished in various colors, sheet sizes and basic weights. Tendering firms are also to quote separately for watermarking. Tender reference number is MEIC/B. RLYS/8 (T) 6(T-S)68-69. Bid deadline is Nov. 15.

Copies of tender form available from the Forest Products and Packaging Division, BDSA, Room 4007, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3530).

264 Converted paper, paperboard products

TANZANIA—Stationery, office supplies, novelties. Descriptive literature, prices requested. Direct purchase and agency. The National Office and Business Machines Co. (importer, agent), P.O. Box 21175, Dar es Salaam. WTD 9/68.

281 Industrial chemicals

● **INDIA**—Ammonium sulphate, 100,000 metric tons, in bulk, to be delivered as follows: 50,000 tons in December and 50,000 in January. Tender #FP4(15)/P11-5(114)/68. Bid deadline Oct. 24.

Tender documents, containing specifications, can be obtained from the India Supply Mission, 2536 Mass. Ave., NW., Washington, D.C. 20008.

283 Drugs

PORTUGAL—Pharmaceutical preparations for human, veterinary use, medicinal chemicals, dietetical specialties. Direct purchase and agency. Freda-Companhia Quimico-Farmaceutica, S.A.R.L. (importer, wholesaler), Rua Braamcamp 10-1°, Lisbon. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

PORTUGAL—Natural, synthetic perfumes, cosmetics, toilet preparations. Direct purchase and agency. Freda-Companhia Quimico-Farmaceutica, S.A.R.L. (importer, wholesaler), Rua Braamcamp 10-1°, Lisbon. WTD in preparation.

287 Agricultural chemicals

MALAWI—Fertilizer for tobacco, cotton. C. G. Whitehead (Pvt.) Ltd. (importer), P.O. Box 558, Kamazu Highway, Limbe. WTD 9/68.

307 Plastic products

MALAWI—Insulated containers, cups, heat or cold retaining. Price list, catalogs requested. Gateway Distributors Ltd. (importer, wholesaler), P.O. Box 559, Haile Selassie Rd., Blantyre. WTD 10/68.

311 Leather tanning, finishing

NETHERLANDS—Leather for upholstery, clothing, other leather products. Direct purchase or exclusive representations for Benelux countries. I. Auerhaan & Zonen N.V. (agent, distributor), 36-38 Spuistraat, P.O. Box 301, Amsterdam. WTD 9/68.

316 Luggage

MALAWI—Strong suitcases. Gateway Distributors Ltd. (importer, wholesaler), P.O. Box 559, Haile Selassie Rd., Blantyre. WTD 10/68.

327 Concrete, gypsum, plaster products

PHILIPPINES—Admixtures for curing, hardening cement. Direct purchase and agency. Licarlu Sales & Service (importer, wholesaler, retailer, indentor), 644-G Calle 2, Caloocan City. WTD 8/68.

331 Steel mill products

● **BURMA**—Steel bars, 28 tons, square in seven sizes ranging from ½" to 4"; steel bars, 36 tons, hexagon, cold finished, in eight sizes from ⅜" to 2"; steel bars, six tons, round 5" and 7½"; and angles and channels, 25 tons, in six sizes.

Tender # MEIC/B.RLYS/15(T)15 (ML) 68-69; bid deadline Nov. 11. The Government of the Union of Burma, Union of Burma Railway Board, Rangoon.★ (Telephone: 202-967-2364).

● Tool steel bars, 200 cwt., various grades and sizes. Tender No. MEIC/B.RLYS/15(T)16-(ML)68-69; bid deadline Nov. 15. The Government of the Union of Burma, Union of Burma Railway Board, Rangoon.★ (Telephone: 202-967-2364).

MALAWI—Steel nails. Gateway Distributors Ltd. (importer, wholesaler), Haile Selassie Rd., P.O. Box 559, Blantyre. WTD 10/68.

335 Rolling, drawing, extruding of nonferrous metals

● **CEYLON**—Aluminum extrusions, 23 different, most special sections, all under six inch cross section. Aluminum sheet, 50,000 various alloys, 13 different sizes. Tender No. S/P1/T/68/10, bid deadline Nov. 13.

Tender Documents available from the Chief Supplies Officer, Ceylon Transport Board, Supplies Division, 200, Kirula Rd., Colombo 5.

● **IRAN**—Supply ten—kilovolt high pressure cable (3x95), 2,000 meters. Bid deadline Nov. 23.

Copies of tender available from the Copper Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3883).

● **PAPUA and NEW GUINEA**—Paper insulated and polythene insulated outdoor telephone cable. Requires 70,000 kilo pair yards over four year periods. Bid deadline changed from Nov. 12, to Dec. 10. Copies of tender No. A 1654 available for $10.00 (Australian) from The Chairman, Supply and Tenders Board, P.O. Box 2045, Konedobu Territory of Papua and New Guinea or Messrs. Preece, Cardew and Rider, Consulting Engineers, 2 Queen Anne's Gate, Westminster, London, S.W.1, U.K.

● **THAILAND**—Supply copper cable, 25 KV crosslinked polyethylene insulated, 126,000 meters. Bid deadline Nov. 11.

Copies of tender available from the Copper Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3883).

342 Cutlery, hand tools, general hardware

● **BURMA**—The Myanma Export Import Corp. invites bids for the supply of 4,200 padlocks of various sizes. Bid deadline is Oct. 28. Copies of tender specifications are available from the Construction and Building Materials Division, BDSA-645, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3602).

NETHERLANDS—Container hardware. Direct purchase or exclusive representations for Benelux countries. I. Auerhaan & Zonen N.V. (importer, exporter, distributor), 36-38 Spuistraat, P.O. Box 301, Amsterdam. WTD 9/68.

SWITZERLAND—Tools, fastening devices, hardware for construction industry, building trade. Direct purchase and agency. Egli, Fischer & Co. Ltd. (importer, distributor), Gotthardstrasse 6, 8022 Zurich. WTD 7/68.

343 Heating apparatus, plumbing fixtures

LIBYA—Bathroom fixtures; bathtubs; flush tanks; lavatories; plumbing fixtures; toilet fixtures; shower stalls. Direct purchase and agency. Sh. Mohammad Al-Maa'zi (importer), Ersalam St. No. 7, Tripoli. WTD in preparation.

352 Farm machinery

GERMANY—Battery operated lawn mowers, other battery operated garden tools. Hermann Zanker KG, Maschinen- und Metallwarenfabrik (manufacturer, exporter, wholesaler), 74 Tuebingen, Postfach 2780. WTD 10/68.

LIBYA—Cattle feeding, handling and watering equipment; chicken brooders; cleaning machines for fruits, grains, vegetables; harvesters, threshers, cream separators, grain drills. Direct purchase and agency. Issa Ahmed El-Maksi (importer), P.O. Box 3681, Tripoli. WTD in preparation.

Cattle feeding, handling and watering equipment; chicken brooders; cleaning machines for fruits, grains, vegetables; harvester-threshers, cream separators, grain drills. Direct purchase and agency. Sh. Mohammad Ali-Maa'zi (importer), Ersalam St. No. 7, Tripoli. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Materials handling equipment such as boat lifts, container-handling equipment. Direct purchase and agency. Phoceenne In-

dustrielle (agent, retailer, installer), 30 Rue Neuve Ste Catherine, 13-Marseille, 7eme. WTD 10/68.

354 Metalworking machinery

● **BURMA**—Supply 674 high-speed steel twist drills, various sizes. Tender No. MEIC/BR/13(T)42(EW)68.69. Bid deadline Oct. 31.

The Chairman, Union of Burma Railway Board, Bogyoke, Aungsan St., Rangoon.★ (Telephone: 202-967-2723).

SWITZERLAND—Power hand tools for construction industry. Direct purchase and agency. Egli, Fischer & Co. Ltd. (importer, distributor), Gotthardstrasse 6, 8022 Zurich. WTD 7/68.

355 Special industry machinery

BRAZIL—Fish processing machinery for canning of tuna fish, production of salted silver hake (merluza). Flumipesca Industria Fluminense de Pesca Ltda. (manufacturer), Av. Amaral Peixoto, 472 11° andar, sala 1107 Niteroi Estado do Rio de Janeiro. WTD 8/68. Attn: Mr. Ugo Rossi.

SWEDEN—Machines for meat industry such as choppers, slicers. Direct purchase and agency. Bernos Forsaljnings AB (manufacturer, agent, exporter, importer), 13 Hallvagen, S-121 62 Johanneshov. WTD 9/68.

356 General industrial machinery

FRANCE—Large quantity of 60 degree angle light weight reducing gears with pre-greased bearings for use on portable circular saws. Other characteristics of gears required are a light alloy drive shaft with diameter of 10 to 20 m/m capable of reducing shaft speed from 7 to 8,000 T/M to 3 to 4,000 T/M. Carbra S.A. (manufacturer, importer), 6, Rue Pierre Gauthier, 10 Troyes. WTD in preparation.

357 Office, computing, accounting machines

SWITZERLAND—Adding, calculating machines, other desk model office machines, devices. Agency and direct purchase. Auto-Doppik Buchhaltung AG (distributor), Avenue de la Gare 6, 2500 Bienne. Attn: Mr. W. Kaderli. WTD 6/68.

TANZANIA—Adding and calculating machines, desk computors, duplicating, copying machines, small office machines. Descriptive literature, prices requested. Direct purchase and agency. The National Office and Business Machines Co. (importer, agent), P.O. Box 21175, Dar es Salaam. WTD 9/68.

358 Service industry machines

NETHERLANDS—Air conditioning units for buses. Direct purchase or exclusive representations for Benelux countries. I. Auerhaan & Zonen N.V. (importer), 36-38 Spuistraat, P.O. Box 301, Amsterdam. WTD 9/68.

362 Electrical industrial apparatus

● **BURMA**—Supply of welding equipment, including: 21,000 ft. mild steel electrodes, 100 ft. electric welding cable, 180 ft. gas-oxygen hose, 300 lbs. soldering wire, flux, and cutting nozzles. Tender No. MEIC/BR/13(T)40 (EW-ES) 68.69. Bid deadline Oct. 31.

The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2723).

363 Household appliances

MALAWI—Simple kerosene cooking stoves; one, two and three burners. Price lists, illustrations requested. Gateway Distributors Ltd. (importer, wholesaler), Haile Selassie Rd., P.O. Box 559, Blantyre. WTD 10/68.

365 Radio, television receiving sets

LIBYA—Phonograph records; pre-recorded magnetic tapes. Direct purchase and agency. Ariston (importer), P.O. Box 98, Tripoli. WTD in preparation.

SWITZERLAND—High fidelity equipment, radio and television equipment for home entertainment. Direct purchase and agency. Egli, Fischer & Co. Ltd. (importer, distributor), Gotthardstrasse 6, 8022 Zurich. WTD 7/68.

367 Electronic components, accessories

SWITZERLAND—Electronic components. Direct purchase and agency. Egli, Fischer & Co. Ltd. (importer, distributor), Gotthardstrasse 6, 8022 Zurich. WTD 7/68.

369 Electrical machinery, equipment, supplies

FRANCE—Automotive electrical equipment, accessories, primarily gadgets suitable for use in France, preferably new products. Direct purchase and agency. Descriptive literature, price lists requested. Monteux & Cie. (Maurice) (S.G.C.E.M.) (wholesalers, manufacturers), 310 Rue Francois-Perrin; 67-Limoges, Haute-Vienne. WTD 1/68.

371 Motor vehicles, motor vehicle equipment

KOREA—Buses, passenger. Requests catalogs, specifications, quotations, other reference material on SKD or fully assembled buses, on spare parts. Namsun Trading Co., Ltd. (exporter, importer), C.P.O. Box 190, Seoul, c/o Mr. Henry Chon. WTD in preparation.

NETHERLANDS—Materials for bus body building. Direct purchase or exclusive representations for the Benelux countries requested. I. Auerhaan & Zonen N.V. (manufacturer, importer, exporter), 36-38 Spuistraat, P.O. Box 301, Amsterdam. WTD 9/68.

381 Engineering, laboratory, scientific, research instruments

● **ARGENTINA**—Supply and installation of precision and analytical scales. Tender No. 727, bid deadline Nov. 5. Tender documents available at 500 Argentine pesos per set (350 Argentine pesos = $1) from Ministerio del Interior, Comision Ley 11,333, Jose E. Uriburn 860, Buenos Aires.

● **IRAN**—Supply of 54 various items of laboratory and research equipment including test sieves, gravity bottles, magnetic stirrers, pyrometer, electric grinding mill, hand grips, filters, flowmeter, gas aspirator, slide rule, thermoregulators, micrometers, tongs, water purity meter, air-pressure vacuum pump, and hygrometers. Bid deadline Nov. 23. Iran Tobacco Monopoly, Tehran.★ (Telephone: 202-967-2939).

PHILIPPINES—Weather equipment for homes; earthquake detecting or warning devices, barometers for homes. Direct purchase and agency. Licarlu Sales & Service (importer, wholesaler, retailer, indentor), 644-G Calle 2, Caloocan City. WTD 8/68.

384 Surgical, medical, dental instruments

ARGENTINA—(350 Argentine pesos = $1). The Government of Argentina is inviting bids on the following items:

● Supply of opthalmological instruments. Tender No. 726, bid deadline Nov. 4. Tender documents available at 1,000 Argentine pesos per set.

● Supply and installation of spectrophotometers and gas analyzers. Tender No. 728, bid

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3337.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 2235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

deadline Nov. 5. Tender documents available at 1,500 Argentine pesos per set.

● Supply of supplementary equipment for blood bank and hemotherapy service. Tender No. 729, bid deadline Nov. 4. Tender documents available at 2,000 Argentine pesos per set.

● Supply and installation of anesthetic equipment and instruments. Tender No. 730, bid deadline Nov. 5. Tender documents available at 2,000 Argentine pesos per set.

● Supply and installation of equipment and instruments for mechanical breathing. Tender No. 731; supply and installation of anesthesia apparatus and narcosis services. Tender No. 732. Bid deadline Nov. 6. Tender documents available at 5,000 Argentine pesos per set.

Above Tender documents available from Ministerio del Interior, Comision Ley 11,3330, Jose E. Uriburu 860, Buenos Aires.

● **KOREA**—Supply of large quantities of suture needles; catgut, serafil, silk, and stainless steel sutures; hypodermic needles; knives, operating; syringes; mirrors; lamps; other related items.

Tender No. KFX-8148-N, bid deadline Oct. 29. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-967-2939).

PORTUGAL—Surgical, medical accessories, supplies. Direct purchase and agency. Freda-

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Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Companhia Quimico-Farmaceutica, S.A.R.L. (importer, wholesaler), Rua Braamcamp 10-1°, Lisbon. WTD in preparation.

386 Photographic equipment

KOREA—Microfilming equipment, allied products. Direct purchase and agent. East-West Marketing Corp. (sales agent), I.P.O. Box 1948, Seoul. WTD 9/68.

393 Musical instruments, parts

LIBYA—Accordions and parts; bells (musical instruments); cornets and parts; drums, parts and accessories; flutes and parts; guitars and parts; harmonicas; mandolins and parts; trumpets and parts. Direct purchase and agency. Ariston (importer), P.O. Box 98, Tripoli. WTD in preparation.

399 Manufacturing industries

AUSTRALIA—General merchandise lines—novelty items, goods suitable for sale in chain stores. Bernard Cohen (agent, importer, wholesaler), G.P.O. Box 1739, Sydney, N.S.W. 2001. WTD 3/68.

● **IRAN**—Supply of 112 sets of various fire extinguishers with capacities of two gallons, thirty kgs., twelve kgs., and six kgs.; and with hydrogen, co^2, dry powder, and carbonic gas cylinders. Tender No. 29, 30, 31, 32 & 33/47, bid deadline Nov. 27. Iranian State Railways, Tehran.★ (Telephone: 202-967-2939).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

FRANCE—Canned fruit juices of all categories. Exclusive agency. Bardinet (Societe Les Fils de), c/o Unirhum (producers), P.O. Box 513 Cauderan; 33- Bordeaux, Gironde. WTD 9/68.

204 Grain mill products

AUSTRALIA—Stock feed, including fish meal, cotton-seed, soya bean meal, rice pollard. Sydney Produce Co. Pty. Ltd. (wholesaler), 288 Belmont St., Alexandria, N.S.W. 2015. WTD in preparation.

221 Broad woven fabric mills, cotton

ETHIOPIA—Dress fabrics, cotton. Mr. Solomon Bahru (commission agent, importer), P.O. Box 2032, Addis Ababa. WTD 9/68.

231 Men's, youths', boys' suits, coats, overcoats

ETHIOPIA—Men's, youths', boys' suits, coats, overcoats. Mr. Solomon Bahru (commission agent, importer), P.O. Box 2032, Addis Ababa. WTD 9/68.

232 Men's, youths', boys' furnishings, work clothing

FRANCE—Sportswear for men and youths, vests, jackets, other garments; including sport clothing; tailored, non-tailored; casual slacks; coats; related lines. Requests replies in French. Rey & Cie. (Etablissements) (manufacturer, dealer), 129-135 Rue de la Loire; 16-Angouleme, Charente. WTD in preparation.

233 Women's, misses', juniors' outerwear

ETHIOPIA—Women's, misses', juniors' blouses, waists, shirts. Mr. Solomon Bahru (commission agent, importer), P.O. Box 2032, Addis Ababa. WTD 9/68.

251 Household furniture

ETHIOPIA—Wood household furniture, upholstered. Mr. Solomon Bahru (commission agent, importer), P.O. Box 2032, Addis Ababa. WTD 9/68.

252 Office furniture

ETHIOPIA—Wood office furniture. Mr. Solomon Bahru (commission agent, importer), P.O. Box 2032, Addis Ababa. WTD 9/68.

273 Books

PAKISTAN—Textbooks: technical, scientific, professional, general books. Pakistan Cooperative Book Society Ltd. (importer, exporter, wholesaler, retailer, agent), Niaz Manzil, Jubilee Road, Chittagong. WTD 8/68.

281 Industrial chemicals

AUSTRALIA—Potash, urea. Sydney Produce Co. Pty. Ltd. (wholesaler), 288 Belmont St., Alexandria, N.S.W. 2015. WTD in preparation.

ETHIOPIA—Industrial inorganic, organic chemicals. Mr. Solomon Bahru (commission agent, importer), P.O. Box 2032, Addis Ababa. WTD 9/68.

MALAWI—Represent prime producer of chemicals for use in conversion to pharmaceutical products. Miller & Wixley (Malawi) (Pvt.) Ltd. (wholesaler, chemist), Johnstone Road, L.I.S., P.O. Box 886, Blantyre. WTD 2/68.

NETHERLANDS—Bulk chemicals and chemical specialties for paint, lacquer, plastics, foodstuffs, metal, pharmaceutical, pesticides and insecticides industries. Exclusive sales representation. L. F. Will & Co. N.V. (sales agent), 75 Cronenburg, Amsterdam. WTD 9/68.

Raw materials and semi-manufactures for paper, lacquer, printing ink industries. Exclusive representations requested for Benelux countries or Netherlands. Mr. K. H. Cordewener, Merrem & La Porte N.V. (importer, exporter, distributor), 473-479 Keizersgracht, Amsterdam. WTD 1/68.

282 Synthetic materials

NETHERLANDS—Plastics raw materials, semi-manufactured products. Exclusive representations for Benelux countries or Netherlands. Mr. K. H. Cordewener, Merrem & La Porte N.V. (importer, exporter, distributor), 473-479 Keizersgracht, Amsterdam. WTD 1/68.

283 Drugs

ETHIOPIA—Pharmaceutical products. Mr. Solomon Bahru (commission agent, importer), P.O. Box 2032, Addis Ababa. WTD 9/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

ETHIOPIA—Perfumes, cosmetics, other toilet preparations. Mr. Solomon Bahru (commission agent, importer), P.O. Box 2032, Addis Ababa. WTD 9/68.

MALAWI—Hair straightener. C. G. Whitehead (Pvt.) Ltd. (importer), Kamuzu Highway, P.O. Box 558, Limbe. WTD 9/68.

PHILIPPINES—Cosmetics, toilet articles: women's bric-a-brac. Licarlu Sales & Service (importer, wholesaler, retailer, indentor), 644-G Calle 2, Caloocan City. WTD 8/68.

285 Paints, varnishes, lacquers, enamels

THAILAND—Interior and exterior paints. C.i.f. Bangkok prices, brochures requested. Exclusive agency. Bangkok Overseas Brothers Ltd. Partnership (importer, distributor, commission agent), 158/8 Charasmuang Road, Bangkok. WTD in preparation.

287 Agricultural chemicals

AUSTRALIA—Fertilizers. Sydney Produce Co. Pty. Ltd. (wholesaler), 288 Belmont St., Alexandria, N.S.W. 2015. WTD in preparation.

ETHIOPIA—Agricultural chemicals. Mr.

Solomon Bahru (commission agent, importer), P.O. Box 255, Addis Ababa. WTD 9/68.

291 Petroleum refining

THAILAND—Greases, oils for automotive lubrication. C.i.f. Bangkok prices, brochures requested. Exclusive agency. Bangkok Overseas Brothers Ltd. Partnership (importer, distributor, commission agent), 158/8 Charasmuang Road, Bangkok. WTD in preparation.

301 Tires, tubes

THAILAND—Tires for trucks, passenger cars. Exclusive agency. Bangkok Overseas Brothers Ltd. Partnership (importer, distributor, commission agent), 158/8 Charasmuang Road, Bangkok. WTD in preparation.

323 Glass products

MALAWI—Represent prime producer of laboratory, related glassware, including borosilicate glass. Miller & Wixley (Malawi) (Pvt.) Ltd. (wholesaler, chemist), Johnstone Rd., L.I.S., P.O. Box 886, Blantyre. WTD 2/68.

326 Pottery, related products

NETHERLANDS—Ceramic condensers for electronic industry; ceramic components for use in chemical industry. Mr. Ch. F. Herder, Ramie Union N.V. (manufacturer, importer), 419 Noord Esmarkerrondweg, Enschede. WTD 9/68.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Burners, ignition, other components for gas heating equipment. Mr. Ch. F. Herder, Ramie Union N.V. (manufacturer, importer), 419 Noord Esmarkerrondweg, Enschede. WTD 9/68.

349 Fabricated metal products

FRANCE—Magnetic valves, regulating gradual passage of air or fuel oil, for heating purposes. Universal Mesure (manufacturer, importer, dealer), 20, Rue de La Condamine, Paris, 17eme. WTD in preparation.

352 Farm machinery

ECUADOR—Knocked down components for agricultural machinery, implements such as rotary plows, seeders, cultivators, fertilizers; also seek American know-how. B. Avilis Alfaro (assembler, fabricator), Avenida de las Americas, P.O. Box 354, Guayaquil. WTD 9/67.

Mr. Alfaro is presently in the U.S. until Nov. 15, P.O. Box 29881, Atlanta, Ga. 30219. Telephone 404-451-2429.

FRANCE—Garden machinery: power lawn mowers, power-driven cultivators, spraying machines. C.C.R.I.—Compagnie Commerciale de Representation Industrielle (importer, dealer), 39 Rue de Liege, Paris, 8eme. WTD in preparation.

354 Metalworking machinery

AUSTRIA—Metalworking tools, carbide tipped, such as drills, lathing knives. Walter Philipp (manufacturers' agent), Kaerntnerstrasse 4/3/11, A-1010 Vienna. WTD 9/68.

GERMANY—Numerically controlled machine tools, internal grinding machines, centerless grinders, electrolytical grinding machines, electrical erosion machines, special metalworking machinery for aircraft industry. Stenzel & Co. (wholesaler, importer, agent), 62 Wiesbaden 1, Kaiser-Friedrich-Ring 86. WTD in preparation.

NETHERLANDS—Automotive maintenance tools. Sales representations requested for Benelux countries or Netherlands. ATB Technische Handelsonderneming N.V. (importer), 99 Oudezijds Voorburgwal, Amsterdam. WTD 9/68.

355 Special industry machinery

ETHIOPIA—Woodworking machinery; milk processing machinery. Mr. Solomon Bahru (commission agency, importer), P.O. Box 2032, Addis Ababa. WTD 9/68.

NETHERLANDS—Plastics working, lacquer making, paper mill machinery, equipment. Exclusive representations for Netherlands or Benelux countries. Mr. K. H. Cordewener, Merrem & la Porte N.V. (importer, exporter, distributor), 473-479 Keizersgracht, Amsterdam. WTD 1/68.

PAKISTAN—Parts, attachments, accessories for printing trade machinery, equipment. Pakistan Co-operative Book Society Ltd. (importer, exporter, wholesaler, retailer, agent), Niaz Manzil, Jubilee Road, Chittagong. WTD 8/68.

356 General industrial machinery

ECUADOR—Electrical commercial, domestic fans and air circulation appliances including refrigerated conditioning. Seeks diversification into manufacturing or assembling. B. Avilis Alfaro (assembler, fabricator), Avenida de las Americas, P.O. Box 354, Guayaquil. WTD 9/67.

Mr. Alfaro is presently in the U.S. until Nov 15, P.O. Box 29881, Atlanta, Ga. 30219. Telephone 404-451-2429.

357 Office, computing, accounting machines

NEW ZEALAND—Electrostatic office copying machines. Direct purchase and exclusive representation. William H. Terry and Co. Ltd. (manufacturers' agent, importer), 81-85 The Terrace (P.O. Box 294), Wellington. WTD 7/68.

PAKISTAN—Office, computing machines including typewriters, calculating, accounting machines. Pakistan Co-operative Book Society Ltd. (importer, exporter, wholesaler, retailer, agent), Niaz Manzil, Jubilee Road, Chittagong. WTD 8/68.

364 Electric lighting, wiring equipment

NETHERLANDS—Electric components for use in industrial electrical installations. Mr. Ch. F. Herder Ramie Union N.V. (manufacturer, importer), 419 Noord Esmarkerrondweg, Enschede. WTD 9/68.

365 Radio, television receiving sets

THAILAND—Auto radio receivers, AM/FM. Catalogs, c.i.f. Bangkok prices requested. Bovorn Chai Silp Limited Partnership (importer, distributor), 36 Chula Soi 2, Patumwan, Bangkok. WTD in preparation.

366 Communication equipment

ETHIOPIA—Telephone, telegraph apparatus. Mr. Solomon Bahru (commission agent, importer), P.O. Box 2032, Addis Ababa. WTD 9/68.

371 Motor vehicles, motor vehicle equipment

NETHERLANDS—Transmission parts such as clutches, variable speed drives, miniature gears. Sales representations requested for Benelux countries or Netherlands. ATB Technische Handelsonderneming N.V. (importer), 99 Oudezijds Voorburgwal, Amsterdam. WTD 9/68.

381 Engineering, laboratory, scientific, research instruments

MALAWI—Laboratory, research, teaching instruments; microtomes, micromanipulators, laboratory balances, autoclaves, bacteriological incubators, centrifuges, mass spectrographs, sterilizers, electron microphones. Exclusive agency. Miller & Wixley (Malawi) (Pvt.) Ltd. (chemist), Johnstone Road, L.I.S., P.O. Box 886, Blantyre. WTD 2/68.

PAKISTAN—All kinds of engineering and scientific instruments for school, college laboratories. Pakistan Co-operative Book Society Ltd. (importer, exporter, wholesaler, retailer, agent), Niaz Manzil, Jubilee Road, Chittagong. WTD 8/68.

384 Surgical, medical, dental instruments

MALAWI—All types of surgical, orthopaedic, prosthetic, appliances, supplies for hospitals. Exclusive agency. Miller and Wixley (Malawi) (Pvt.) Ltd. (wholesaler, chemist), Johnstone

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

Road, L.I.S., P.O. Box 886, Blantyre. WTD 2/68.

THAILAND—Ampoules for hypodermic injection. C.i.f. Bangkok prices, brochures requested. Exclusive agency. Bangkok Overseas Brothers Ltd. Partnership (importer, distributor, commission agent), 158/8 Charasmuang Road, Bangkok. WTD in preparation.

386 Photographic equipment

ETHIOPIA—Photographic equipment, supplies. Mr. Solomon Bahru (commission agent, importer), P.O. Box 2032, Addis Ababa. WTD 9/68.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

BRAZIL—Packaged quick-frozen shrimps in boxes of 5 lbs., 1 lb. 10 oz. or other standard sizes. Crustamar S.A. Exportadora Industrial de Camaroes (exporter), Rua Frei Gaspar 2056, Sao Vicente, State of Sao Paulo. WTD 9/68.

208 Beverage industries

FRANCE—Armagnac brandy in 75-centiliter glass bottles, also wooden casks; Bordeaux wines in glass bottles or wooden casks, red and white, classified and current qualities. Wholesale exportation, preferably through direct sales. Beyrie, J. ("Distezan") (producer, exporter, wholesaler), 1 Chemin Labarde; 33- Bordeaux, Gironde. WTD 10/67.

232 Men's, youths', boys' furnishings, work clothing

FRANCE—Men's, youths' hunting, fishing coats, weather-resistant outfits sold under well-known trade mark. Wholesale exportation through well-established sales agents or through channel of U.S. manufacturers interested in an exchange of sales and distributorship services for articles of non-competitive categories. Requests replies in French. Rey & Co. (Etablissements) (manufacturer, dealer), 129-135 Rue de la Loire; 16- Angouleme, Charente. WTD in preparation.

254 Partition, shelving, locker, office, store fixtures

ARGENTINA—Book shelves, modular home and office furniture, wooden and metal partitions, metal shelves and racks used in supermarket display. Brochure in Spanish available on loan from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Department of Commerce, Washington, D.C. 20230. CITA S.A. Compania Industrial Tecnica Argentina S.A. (manufacturer), Attn: Sr. Angel O. Schiavon, Av. Pte. Roque S. Pena 1164-Piso 1°, Buenos Aires. WTD 4/68.

396 Costume jewelry, novelties, buttons, notions

SWEDEN—Swedish handicraft, gift items, especially articles made of wood. Brochures sent upon request. Kulturslojd, Swedish Culture Handicraft (sales agent, exporter), 22104 Box, S-104 22 Stockholm 22. WTD 9/68.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Jaime Isidro Dickenstein, Ficomex S.A.C.I., Corrientes 3270, Buenos Aires, **interested in meeting U.S. importers of canned and dried fruits.** Oct. 22 via New York for one week. c/o Consulate General of the Argentine Republic, 12 W. 56th St., New York, N.Y. 10019. Itinerary: New York. WTD in preparation.

AUSTRALIA—E. A. Moore, Engineering Division, Harris, Scarge and Sandovers Ltd., Perth, **interested in exclusive agencies, particularly for U.S. engineering equipment** such as pumps, industrial type for all applications covering single and multi-stage centrifugal plunger, sludge, gravel, water; machine tools: lathes of 9" center height and upwards, radial arm drill, milling machines Universal types with attachments, all types and sizes grinding machines, shapers from small portable units to long stroke machines, all types planers; crushers: rock crushers of jaw and gyratory type both portable and fixed, complete portable crushing and screening plants for application ranging from granite and diorite for road construction to gravel and sand for road filling and cement works; air compressors: small portable and semi-portable rotary air compressors either electric motor or engine driven from 60 CFM to 150 CFM; air operated tools: air operated pile driver and sheet piling driver from small capacities to large units, air operated drills, breakers, handheld tools; air or electrically operated concrete vibrators all types for concrete work; industrial separators used in conjunction with clarification, purification of oils, juices, syrups; belt conveyors portable type electric motor and/or engine driven; building hoists, various capacities from 1 to 4 barrows; trench digger with capacity within 6"-12" wide, 4'-6' deep; soil sampling equipment, preferably core extraction portable with a 1½"-2" core of 100'. Oct. 21 via New York until Nov. 17.

Itinerary: 10/21-25 New York c/o Manhattan Hotel; 10/26, 27 Milwaukee c/o Schroeder Hotel; 10/28-30 Evansville, Ind. c/o The Evansville Hotel; 11/1-3 Dallas c/o Adolphus Hotel, 11/4-6 Kansas City c/o Phillips Hotel, 11/7-10 Los Angeles c/o Mayflower Hotel, San Francisco, Seattle c/o Ben Franklin Hotel. WTD in preparation.

AUSTRIA—Gerhard P. H. Royer, Molkerei Royer OHG, No. 50, A-4642 Sattledt, Prov. Upper Austria, **interested in visiting U.S. dairy farms and dairy companies and requesting technical information.** Oct. 9 via New York for approx. 18 days. c/o Austrian Trade Delegate in the U.S., 845 Third Ave., 21st floor, New York, N.Y. 10022. Itinerary: New York, Chicago, San Francisco, Los Angeles, Houston or Dallas, New Orleans, Atlanta. WTD in preparation.

FRANCE—Claude Jacquinot, A. Jacquinot & Cie., 2 Rue Louis Barthou, 54 Saint Max, **interested in studying business and manufacturing methods of U.S. plastics and paper wrapper industries;** traveling with group of French businessmen organized by French newspaper l'Expansion. Oct. 28 via Boston for two weeks. Itinerary: 10/28-30 Boston c/o Hotel Statler Hilton; 10/31-11/2 Washington, D.C. c/o Hotel Hilton; 11/4-9 New York c/o Hotel Hilton. WTD in preparation.

GREECE—Petros L. Petrou, representing his own firm, Thessaloniki, **interested in importing U.S. textile remnants and suiting material from stocks.** Oct. 10 via New York for one month. c/o Mrs. Elefteria Haritos, Hudson View Gardens 116, Pinehurst Ave., New York, N.Y. 10033. Itinerary: New York, Washington, D.C. WTD 12/64 under revision.

GUATEMALA—Federico Arturo Dieseldorff, representing Cordeleria "La Rapida" and Jarcias Selectas. 16 Avenida 9-57, zona 6, Guatemala City, **interested in exporting sisal bags to pack agricultural products.** Oct. via Miami for two weeks. Itinerary: Miami c/o Gale Hovey, Trust Dept., Miami Beach First National Bank; New Orleans c/o Percy McCay, Vice President, Whitney National Bank of New Orleans; New York. WTD 2/67.

ISRAEL—Israel Eichenwald, Managing Director, Hamashbir Hamerkazi Ltd., P.O. Box 130, Tel Aviv, **interested in agencies for hardware, general commodities and consumer goods for department stores, distributorships and possible licensing agreements for local production;** will visit National Hardware Show in New York. Oct. 7 via New York for one month. c/o Israel Supply Mission, 850 Third Ave., Suite 606, New York, N.Y. 10022. Itinerary: New York, others as required. WTD 12/67.

NEW ZEALAND—Peter W. Maxwell, Marketing Manager, S.A. Smith-Biolar Ltd., Medical Surgical Laboratory Division, Woodside Ave., P.O. Box 36007, Auckland 9, **interested in sole N.Z. agency representation** for biologicals, vaccines, reagents, diagnostics; laboratory reagents, chemicals and media; laboratory glassware; electro-medical apparatus; electro-scientific equipment; centrifuges; general laboratory equipment, surgical instruments, sterile disposable medical supplies, ophthalmic instruments and apparatus, optometric apparatus. Sept. 7 via Honolulu for three months. Itinerary: 10/28-11/8 New York c/o Dept. of Commerce Field Office. WTD 10/67.

J. S. Wrigley, General Manager, News Media (Auckland) Ltd., 132 Symonds St., or P.O. Box 1327, Auckland, **interested in purchase of microwave facsimile transmission**

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

equipment particularly with reference to newpaper use, use of microwave systems for transmission of computor information. Oct. 18 via Honolulu for 28 days. c/o St. Francis Hotel, Union Square, San Francisco, Calif. 94119. Itinerary: San Francisco, others as required. WTD 9/68.

Equipment bids sought on communication needs

The ACE Communications and Electronics Equipment, C and E Division, SHAPE, Belgium, has issued Tender No. 68-54 MEB/ES, for supply and installation of mobile calibration laboratories. Bid deadline Nov. 25.

Bid should offer two truck chassis; two van bodies with appropriate fittings; one set of calibration instruments for the range DC-400 MHz and one set of calibration instruments for the range 0.3-12.4 GHz.

Copies of tender announcement and specifications are available only to NATO qualified firms from the Supreme Headquarters Allied Powers Europe, Purchasing and Contracting Office, ACE Communications Electronics Equipment, C and E Division, SHAPE, Brussels, Belgium, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-643, Room 4219, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4823.

Burma requests bids for lenses, flat glass and signal lamps

The Union of Burma Railway Board is requesting bids for flat glass, glass lenses, and hand lamps of various types, sizes, and quantities. Tender No. MEIC/B. RLYS/7(T)5 (E-EW-ML-T-S) 68.69, bid deadline Nov. 7.

Interested U.S. bidders must submit their bids to the Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon, Union of Burma.

Tender documents are available on a short-term loan basis to firms located in the U.S. from Consumer Products Division, BDSA-623, Room 4310, U.S. Dept. of Commerce, Wash. D.C. 20230. Telephone: 202-967-2923.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated September.

American Firms, Subsidiaries and Affiliates—Norway.

American Firms, Subsidiaries and Affiliates—El Salvador.

American Firms, Subsidiaries and Affiliates—Spain.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

CANADA—Although financing arrangements are incomplete, the Province of Newfoundland has forward looking plans to construct, at a total cost of $200 million, a series of academic institutions separately administered but connected to the Memorial University of Newfoundland.

Once the program gets under way the opportunity for U.S. contractors and manufacturers of construction machinery is favorable. Heavy U.S. construction machinery is already in wide use in Newfoundland and these machines should again be in demand.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The decentralization plan is expected to alleviate conditions which have caused student protests at other large universities.

ECUADOR—The National Planning Board of the Government of Paraguay plans the **following construction:** (1) Berthing facilities to accommodate simultaneously up to 50 fishing craft 63 to 100 ft. long; (2) berthing facilities to accommodate simultaneously up to 30 fishing craft 40 to 60 ft. long; (3) facilities to store a five day supply of fresh water for the use of fishing craft; (4) erection of metal tank (or tanks) to store 300 tons of light diesel fuel oil; (5) facilities to store 600 tons of ice and 5,000 tons of frozen tuna. In addition, the following will be required: Mechanical facilities to unload up to six 40 to 100 ft. long fishing craft simultaneously, and to transfer ice from the storage room to fishing craft at berthing places; machinery to produce about 150 tons of ice in an eight-hour work day and a machine shop to repair fishing craft.

Although public tenders have not been issued, the National Planning Board is the government agency approving tenders for all other national and municipal government agencies.

Firms desiring further details should contact: Junta Nacional de Planificacion (para Autoridad Portuaria de Manta), 10 de Agosto 608, Quito, Ecuador.

ITALY—(625 Lire = $1.) An agreement has been reached between the Sicilian Government and a group of firms to establish a **water desalination plant** at Gela (province of Caltanissetta) at an estimated cost of $27.4 million.

The Italian representative of a U.S. desalination company has prepared the preliminary plans calling for production of 19 million cubic meters of water annually, to be gradually increased to 24 million cubic meters. Gela was selected as the most likely site because of the opportunity to blend distilled water from the proposed plant with the mineral water of the Dirillo dam basin.

Plans include supplying water to industrial installations and to domestic users in Gela, Licata and Porto Empedocle.

The study envisages a dual-purpose plant producing both water and electric power. The sponsors hope to limit the production cost to 37 Lire per cubic meter. The availability of water and low cost power could hasten consideration of an important aluminum project.

Sicilian officials and businessmen believe that prospects for the project are bright. It should provide important opportunities for the sale of U.S. services, machinery and equipment.

Interested U.S. firms should contact one of the following: (1) Anic-Gela, 93012 Gela, Italy; (2) Assessorato per l'Industria ed il Commercio, Via Caltanissetta 2 bis, 90141 Palermo, Italy; (3) Ente Minerario Siciliano, Via del Fante 58, 90146 Palermo, Italy.

MOZAMBIQUE—The Government of Mozambique recently invited bids for a **380 meter extension of the main wharf line at Lourenco Marques.** Minimum depth alongside the new wharves will be 12 meters, and an area of 75,000 meters will be recovered from the Santo Espirito Estuary. Costing about $3.7 million, the work should be concluded by the end of 1971.

The bids called for at the present time include only work on the wharf itself, which is to be constructed from 100-ton concrete building blocks.

Construction and installation of necessary additional rail lines, warehouses, and cranes will be contracted for separately at a date to be announced later.

Tunisia calls for bids to construct hangars

The Government of Tunisia invites bids on the construction of metal-frame hangars for agricultural cooperatives in the northern part of the country. This project falls under the terms of a loan from the International Bank for Reconstruction and Development to the Government for the development of these cooperatives.

Bid deadline is Nov. 20.

The amount of hangar space to be constructed totals approximately 90,000 square meters. The job is to be completed in 200 days.

Additional details regarding the bids and construction specifications (including copies of the bidding documents) are available from: Genie Rural, Direction de l'Hydraulique et de l'Equipment Rural, Secretariat d'Etat au Plan et a l'Economie Nationale, Tunis, Tunisia.

One set of the tender documents (in French) is available for office review only from Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

New Books and Reports

***Beerman's Financial Yearbook of Europe, 1968 Edition.* Published by R. Beerman Ltd. London. 1968. 1416pp. $39.50.**

A comprehensive source of information on industry in Western Europe is provided by this volume. The statistical series on industrial production has been extended to include many more economic indicators, such as indices of retail trade, comparative labor costs, oil consumption, telephones in use, gas and electricity production.

One hundred and fifteen new company entries have been added, bringing the total covered to 800. Companies are indexed as followed: finance, services, light industry, engineering, building, oil and mines.

Write: International Publications Service, 303 Park Ave. South, New York, N.Y. 10010.

***Development Finance Companies: Aspects of Policy and Operation.* Edited by William Diamond. Published by the Johns Hopkins Press. Baltimore. 1968. 120pp. $3.**

The five essays that make up this study grew out of discussions at a 1965 conference on development finance companies, held in Washington, D.C. under the sponsorship of the World Bank.

Subjects covered are: The promotional role of a development finance company; promoting broader ownership of private securities in the low income countries; relationship between a development finance company and the management of enterprises it promotes, sponsors or finances; financial policy problems of development finance companies; relations between governments and development finance companies.

Write: The Johns Hopkins Press, Baltimore, Md. 21218.

***International Reports, Inc.* Published by International Reports, Inc. New York. 1968. $240 per year. $60 for three months.**

International Reports are intended for exporters and importers, businessmen financing and investing in foreign countries, and the manufacturer operating facilities abroad. In addition to the regular weekly reports, the publishers issue special notifications and reports on timely subjects.

Recently issued special reports include: The Mandatory Control Program on U.S. Foreign Direct Investments; Guide to Foreign Investment in the U.S.; Mexico's Economic-Financial Prospects; Cruzeiro Financing in Brazil; and Guide to U.S. Export Credit Insurance and Guarantee Facilities.

The special reports are available at $50 to nonmembers, $25 to members, and one is given free to each new annual subscriber.

Write: International Reports, Inc., 200 Park Ave. South, New York, N.Y. 10003.

Pan Am guide explains new freight air waybill

A step-by-step guide on how to use the International Air Transport Association's new freight air waybill has been published by Pan American World Airways.

The new air waybill was designed to permit cargo agents to complete paperwork up to 30% faster, thus reducing handling time and costs. In addition, the new air waybill is compatible with either a manual cargo handling system or a fully automated system, including machine transmission and computer control. Several IATA airlines, including Pan Am, are currently using the new waybill. As of January 1, 1969, all IATA carriers will be required to use the new format.

For a free copy of the guide, write: Pan American World Airways, Inc., Pan Am Building, New York, N.Y. 10017.

***World Bank Atlas.* Published by the International Bank for Reconstruction and Development. Washington, D.C. 1968. 16pp. Free.**

The third edition of this publication is expanded and updated, covering 192 countries and territories and presenting population estimates of mid-1966 and GNP per capita figures for the calendar year 1966.

The booklet records such facts as: over half the people of the world live in six countries, each with populations of more than 100 million; only two of these six countries have a GNP per capita of more than $100; two-thirds of the world's population live in countries with GNP per capita of less than $300 per year.

Included are charts of world population figures for countries of 1 million or more; GNP per capita for countries with populations of 1 million or more; maps of distribution according to GNP per capita; and other information.

A technical note explains the methodology employed and the limitation of the estimates.

Write: Publications Division, World Bank, 1818 H St. NW., Washington, D.C. 20433.

***The Non Ferrous Metals Industry—1967.* Published by the Organization for Economic Cooperation and Development. Paris 1968. $2.30.**

This statistical annual report contains four tables dealing with production and consumption, trade, uses at the first processing stage of the principal nonferrous metals, and end-uses of aluminum.

Write: OECD Publications Office, 2 Rue Pascal, Paris 16, France. (Refer to Sales No. 71-68-30-3).

Sales targets outlined in Export Market Guides

Export Market Guides are prepared by the Commerce Department's Bureau of International Commerce to outline the market for a product in an individual country.

Although planned as an informational tool in conjunction with specific U.S. Trade Center shows and international fairs, the Guides are also of interest to readers seeking information about a particular foreign market.

Recent titles are:

Italy—Reprographic equipment.

Thailand—Aluminum technology and products.

Belgium—Plastics and plastics production machinery.

Korea—Industrial machinery.

Yugoslavia—Agricultural and food processing equipment.

Japan—Advanced automotive and parts production equipment.

The Export Market Guides may be ordered, at 10 cents each, from Sales & Distribution, Room 2119, Department of Commerce, Washington, D.C. 20230, or from any Commerce Field Office.

☆ U. S. GOVERNMENT PRINTING OFFICE 1969—341-956/15

Calendar *for international traders*

BALTIMORE—Oct. 28-Nov. 1—2nd International Container Services & Equipment Exposition, Baltimore Civic Center, 10 a.m.-6 p.m.; Dundalk Marine Terminal, 10 a.m.-5 p.m. daily. Sponsor: Mack-Brooks Expositions.

BETHLEHEM, Pa.—Oct. 30—Foreign Trade Assn. of Lehigh Valley monthly meeting, Holiday Inn East, 6 p.m. Topic: International Air Cargo.

BOSTON—Nov. 5 & 7—AID Documentation Workshop, Rm. 505, J.F.K. Federal Bldg. Sponsor: Commerce Field Office.

CHICAGO—Nov. 7—In-Office Meeting, Commerce Field Office.

CHICAGO—Nov. 12—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Nov. 17—In-Office Meeting, Commerce Field Office.

CINCINNATI—Oct. 30—First of 7 weekly Export Workshops, University of Cincinnati. Sponsors: U. of Cincinnati, Commerce Field Office, REEC, World Trade Club.

CLEVELAND—Oct. 30—Workshop: Fundamentals of Exporting, Conference Room, Cleveland Growth Assn., 9:30-11:30 a.m. Sponsors: Commerce Field Office, World Trade Assn., Small Business Administration.

CLEVELAND—Nov. 7—World Trade Association luncheon meeting, American Room, Mid-Day Club, Union Commerce Bldg., 12 noon.

COLUMBIA, Mo.—Nov. 7-8—University of Missouri World Trade Seminar, Ramada Inn. Sponsors: Commerce Kansas City & St. Louis Field Offices, REECs, Mo. State Chamber of Commerce, Mo. Division of Commerce & Industrial Development, Small Business Administration.

DETROIT—Nov. 12—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

HARTFORD—Nov. 6—Profitable Export Sales Workshop, Statler Hilton, 9 a.m. Sponsors: Commerce Field Office, Chamber of Commerce, Conn. Development Commission, Pan American World Airways, Small Business Administration.

JACKSONVILLE—Oct. 28—Fourth of 7 weekly Export Trade Seminars, Board Room, Jacksonville Area Chamber of Commerce, 7:30 p.m. Sponsors: Commerce Field Office, REEC, Chamber of Commerce.

JACKSONVILLE—Nov. 1—Businessmen's Consultation, William T. Turnage, assistant to the U.S. ambassador, Montevideo. Sponsor: Commerce Field Office.

MEMPHIS—Nov. 7—Export Workshop, National Bank of Commerce. Sponsors: Commerce Field Office, REEC, National Bank of Commerce.

MEMPHIS—Nov. 19—World Trade Club, Sheraton Motor Inn. Speaker: Gilbert Palmer, REEC member, Central Soya Export Corp.

MIAMI—Nov. 4—Businessmen's Consultation, William V. Turnage, assistant to the U.S. ambassador, Montevideo. Sponsor: Commerce Field Office.

MINNEAPOLIS—Oct. 29—Third of 6 weekly Export Trade Workshops, "Selling & Marketing Abroad," Commerce Field Office, 7 p.m. Sponsors: Commerce Field Office, REEC, Minn. World Trade Assn.

MINNEAPOLIS—Nov. 5—Fourth of 6 weekly Export Trade Workshops "Handling the Export Order; Moving the Goods," Commerce Field Office, 7 p.m. Sponsors: Commerce Field Office, REEC, Minn. World Trade Assn.

NASHVILLE—Nov. 19—Export Opportunities Conference, Statler Hilton Hotel. Sponsors: Commerce Memphis & Atlanta Field Offices, Trans World Airlines, Small Business Administration.

NEW YORK—Oct. 29—Export Seminar on Portugal, Commerce & Industry Assn. of N.Y., 99 Church St. Sponsors: Commerce Field Office, REEC, Commerce & Industry Assn. of N.Y.

NEW YORK—Nov. 12—International Executives Assn. luncheon, Hotel Statler Hilton.

POINT CLEAR, Ala.—Nov. 14—Alabama Export Council sixth annual members' reception, Grand Hotel, 6 p.m.

POINT CLEAR, Ala.—Nov. 15—Alabama Export Council sixth annual general meeting, Grand Hotel, 9 a.m.; luncheon, 1 p.m.

PORTLAND, Ore.—Nov. 7—Far East Export Expansion Workshop, Sweetbrier Inn, 9 a.m. Sponsors: Commerce Field Office, Northwest Orient Airlines, Small Business Administration.

PORTLAND, Ore.—Nov. 7—Trade Mission to Far East Briefing, Sweetbrier Inn, 3 p.m. Speaker: **Roy Gootenberg, director, Trade Missions Division, Commerce Dept.**

SAN FRANCISCO—Oct. 30—Businessmen's Consultation, **Wayland B. Waters, Commercial Attache, Madrid.** Sponsor: Commerce Field Office.

SAN FRANCISCO—Nov. 12-13—Businessmen's Consultation, **Joseph A. Harary, Commercial Officer, Djakarta.** Sponsor: Commerce Field Office.

WORCESTER, Mass.—Nov. 14—International Center of New England, Inc. dinner meeting, Yankee Drummer Inn.

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The U.S. Industrial Machinery and Equipment Exhibition in Seoul next May 8-17 will feature packaging, food processing, metal working, plastics and petrochemical industries, and industrial testing and measuring devices.

Interested U.S. manufacturers may obtain further information from the U.S. Department of Commerce (BIC 936), Washington, D.C. (telephone area code 202-967-4705) or from any of the Department's Field Offices.